

## PROFILE SUMMARY

- **5+ years of experience** in the satellite, telecoms and technology industries. Companies I worked for include O3b Networks / SES ASTRA, Alcatel-Lucent, as well as internships at Microsoft and Canon.
- **Well-rounded professional** with a track record in strategy and market/product development roles addressing telecoms, media and oil&gas/maritime verticals. Former Management Trainee.
- **Engineering and Business Education:** M.Sc. in Communication Systems Engineering from EPFL in Switzerland (top ranked European Engineering school) and executive business education at Harvard Business School, London Business School and Kellogg School of Management.
- **Prior Asian Experience:** lived, studied and worked internationally for 8 years, incl. 1.5 years in Asia (Beijing, Tokyo and Bangalore), 1 year in the US and several years in Europe. Developed good cultural understanding of several emerging markets, especially in Asia. Married to a Chinese woman.
- **Multilingual:** up to 7 languages, including fluency in English, French, German and Luxembourgish, intermediate level in Spanish and elementary level in Mandarin and Japanese.
- **Other skills:** VBA/SQL/Excel/Powerpoint, highly analytical, project management skills, cross-cultural communication skills, ability to develop close relationships quickly, can-do attitude.
- **Publications/Patents:** Two conference proceedings, one pending US patent.

## PROFESSIONAL EXPERIENCE

Sep 2010 - Present (1 year, 4 months)	<b>O3b Networks - Sr. Manager, Strategic Market Development</b> Part of the SES Group and backed by Google, HSBC and African development banks, O3b Networks is an innovative satellite network that will provide internet connectivity to the "Other 3 Billion" people in less developed regions of the world. The company went through a few rounds of financing, raising US\$1.2 billion.  Reporting to the Chief Commercial Officer, I am in charge of Strategic Planning, Market Development and Yield Management. My role includes: <ul style="list-style-type: none"><li>• leading the strategic planning effort</li><li>• performing market analysis and evaluating business cases supporting new product developments for new verticals in emerging markets (IP &amp; Mobile networks, Maritime &amp; Oil&amp;Gas communications)</li><li>• developing product packaging and pricing strategies for new products</li><li>• developing asset/yield management capabilities within the organization</li><li>• speaking at international conferences.</li></ul>	Luxembourg The Hague, NL
Sep 2008 - Aug 2010 (2 years)	<b>SES (ASTRA) - Associate Program</b> SES is the world's leading commercial satellite operator with ca. 25% market share. Reporting to C/VP-level executives, this Management Trainee program enabled me to develop broad functional skills through 4 rotations within key departments of the company. <u>1<sup>st</sup> rotation: Strategic Business Development</u> , Luxembourg <ul style="list-style-type: none"><li>• Developed market entry / go-to-market strategies for the Vietnamese media market</li><li>• Conducted evaluation of strategic alliances and M&amp;A opportunities</li><li>• Wrote a positioning paper for satellite broadband within the EU broadband stimulus plan.</li></ul> <u>2<sup>nd</sup> rotation: Financial Planning &amp; Analysis</u> , Luxembourg <ul style="list-style-type: none"><li>• Lead the group-wide Performance Management initiative (balanced scorecard)</li><li>• Developed financial models (Revenue, P&amp;L, EVA, insurance, etc.) providing guidance for senior executives, analysts, rating agencies and investors.</li></ul> <u>3<sup>rd</sup> rotation: Sales Development</u> , Princeton, NJ, USA <ul style="list-style-type: none"><li>• New service introduction (CDN for video streaming): strategic analysis and modeling</li><li>• Established the first 3D TV End-to-End Ecosystem in the US: planned and negotiated partnerships with top tier media customers and display manufacturers.</li></ul> <u>4<sup>th</sup> rotation: Technical Procurement for O3b</u> , The Hague, NL <ul style="list-style-type: none"><li>• Procured network services (prepared RFP, evaluated bids) and equipment (design reviews). Planned the implementation phase.</li></ul>	Princeton, NJ, USA The Hague, NL Luxembourg
Jun 2008 Aug 2008 (3 months)	<b>Alcatel-Lucent (via Altran) - Project Engineer, Consultant</b> Software Engineer on a 3G data charging system for O2 Germany.	Brussels, Belgium

## INTERNSHIPS

Apr 2007 - Nov 2007 (7 months)	<b>Microsoft Research Asia - Master Thesis</b> <ul style="list-style-type: none"><li>Wireless Networking: Performed a feasibility study of a novel software-defined radio platform based on NVidia GPUs, designed and implemented massively-parallel algorithms for the IEEE802.11a physical layer. Pending <b>US Patent</b> (20090323784).</li></ul>	Beijing, China
Oct 2006 - Mar 2007 (6 months)	<b>Indian Institute of Science (IISc) / EPFL - Research Assistant</b> <ul style="list-style-type: none"><li>Wireless sensor networks (WSN): developed an embedded and server-side application for marginal farmers in developing countries.</li></ul>	Bangalore, India Lausanne, CH
Oct 2006 - Feb 2007 (5 months)	<b>Swiss Federal Institute of Technology (EPFL) - Teaching Assistant</b> <ul style="list-style-type: none"><li>Lecturer: practice sessions for the "Satellite Communication Systems &amp; Networks" class (master level). Learned how to captivate an audience. 95% exam success rate.</li></ul>	Lausanne, CH
Aug 2006 - Oct 2006 (3 months)	<b>Northeastern University - Wireless Security Laboratory - Research Assistant</b> <ul style="list-style-type: none"><li>Vehicular Networks: designed a HW/SW platform for taxicabs network applications: Platform specifications, network simulations, RF measurements, software development, partnership negotiation with taxicabs company.</li><li>Published a <b>paper</b> at IEEE Globecom conference in San Francisco.</li></ul>	Boston, MA, USA
Jul 2005 - Oct 2005 (3 months)	<b>Canon Inc. - System Engineer</b> <ul style="list-style-type: none"><li>DLNA: Created compliance test procedures for printers with the specifications of DLNA, UPnP and PrintEnhanced standards.</li><li>Held a weekly French language class for Canon employees.</li></ul>	Tokyo, Japan
Sep 2004 (1 month)	<b>Telindus UK - Network Support Engineer</b> <ul style="list-style-type: none"><li>Identified failures, maintained &amp; configured networking hardware: switches, routers etc.</li><li>Acquired hands-on experience with CISCO and Juniper equipment.</li></ul>	Odiham, UK
Aug 2004, Jul 2003, Jul 2001 (3 months)	<b>Dexia International Bank - Software Development &amp; Network Administration</b> <ul style="list-style-type: none"><li>Developed stock management software (PHP &amp; MySQL), assisted network administrators, and developed intranet web sites.</li></ul>	Luxembourg

## EDUCATION

Oct 2005 - Dec 2007	<i>Swiss Federal Institute of Technology (EPFL): M.Sc. in Communication Systems</i> Specialized in Mobile Networks & Wireless Communications, <b>GPA: 5.64/6</b>	Switzerland
Sep 2001 - Jun 2005	<i>University of Liege: Electrical &amp; Electronics Engineering (B.Sc. equivalent)</i> Erasmus exchange year at EPFL, <b>GPA: 5.34/6</b>	Belgium
Jul 2001	<i>Athenee of Luxembourg: High school degree (maths), ranked 1<sup>st</sup> in section, GPA: 50/60</i>	Luxembourg
<b>Executive Education:</b>		
2009 - 2011	<i>Harvard Business School, Strategic Marketing Management</i> <i>London Business School, Decision Making for Leaders</i> <i>Kellogg School of Management (Chicago, IL), Finance for Executives</i> <i>Project Management Institute (PMI), Certified Associate in Project Management (CAPM)</i>	

## LANGUAGES

Fluent:	English, French (native), German, Luxembourgish (native)
Intermediate:	Spanish
Elementary:	Mandarin, Japanese

## EXTRACURRICULAR ACTIVITIES

Current:	Sailing/navigation, golf, tennis, photography, business & technology literature
Past:	<b>Boy Scouts Leader</b> for 3 years <b>Piano/Keyboards player</b> for 20 years, 5 years in a successful Luxembourgish coverband <b>Table-tennis player</b> for 7 years, best performance: 4 <sup>th</sup> in Luxembourg's national ranking <b>Committee member</b> of student organizations in Luxembourg, Belgium and Switzerland