Name: Rui Carlos Da Silva Martins
Nationality: Portuguese
Birthday: December 12th, 1972
Address: R. Cooperativa a Sacavenense No20 2o Dto. 2685-005 Sacavém
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ACADEMIC ACHIEVEMENTS

Degree in Telecommunications and Electronic: Escola Náutica (Five Years)
Executive Master in Business Management in ISCTE Business School

CERTIFICATIONS

PMP – Project Management Institute (Lic.nb: 1815311) Valid until: 05/2018
CCNA – Cisco Certified Network Associate (CSCO11396160) *expired

PROFESSIONAL EXPERIENCE

ERICSSON TELECOMUNICATIONS
Customer Project Manager – October 2011 to Present

- Vodafone PT – Lawful Interception for IMS
Responsibility: Pre-Sales activity and Project Manager leading International Team (local + remote resources);
HW/SW/Services Project Delivery

- NOS PT – Smart Edge Upgrade
Responsibility: Pre-Sales activity and CPM; SW&Services Project Delivery – remote resources were used to perform all project activities.

- Vodafone PT – PGW Expansion
Responsibility: Pre-Sales activity and Project Manager, HW/SW/Services Project, leading simultaneously 2 different project teams for day&night activities

- NOS PT – eNodeB L14B SW upgrade
Responsibility: : Pre-Sales activity and CPM, leading local team for SW&Services Delivery

- Vodafone PT – SIU installation & SW upgrade
Responsibility: Pre-Sales activity and Project Manager leading International Team (local + remote resources);
HW/SW/Services Project Delivery

- Vodafone PT – MGW SW upgrade
Responsibility: Pre-Sales activity and Project Manager; SW ordering & Services Project Delivery

- Vodafone PT: MSS R15A SW upgrade
Responsibility: Pre-Sales activity and CPM; HW/SW/Services Project Delivery plus UM% improvement;

Pre-Sales and Cost Centre Financial Control – December 2009 to October 2011
- Pre-Sales Engineer
- Cost Center Financial Control
- 3PP contract negotiation

Customer Support Engineer, IMS (IP Multimedia Subsystem) - July 2008 to October 2011
- MGC&MGW - IMS Support engineer
- HSS Engineer –IMS Engineer (contract) @ Portugal Telecom

Customer Support Engineer, Core and Switching Products - December 2000 to July 2008
- MSC/HLR/VLR Support Engineer
- MGW Support Engineer
- IP support Engineer

PORTUGAL TELECOM
Customer Support Engineer for Switching Systems EWSD (SIEMENS) – July 1998 to December 2000

ERICSSON TELECOMUNICATIONS
After Sales support team – Training/Coaching – July 1996 to July 1997
Sales Support– July 1995 to July 1996

TECHNICAL SKILLS and COMPETENCES

CA Clarity – Project and Portfolio Management
Resource and Risk Management
Good Knowledge of GSM and WCDMA Networks
Good Knowledge of IMS Networks
UNIX Platform
Knowledge of CISCO Products

KEY QUALIFICATIONS

Responsible for CA Clarity tool implementation at Ericsson Portugal
Coaching Ericsson PMO Team on CA Clarity
Project Management Processes and Methodologies
Management of all technology projects
Support commercial structure (meetings and proposal preparation)
Economic and Financial Management
Consulting Skills
Planning and Organization

End-to-End Telecom Business Awareness and Technology Understanding
Customer Oriented

LANGUAGES

Portuguese - Native
English - Fluent
Spanish - Fair

SOFT SKILLS

Presentation and Negotiation Skills
Leading team for project Success
Self-Motivated
Excellent Interpersonal Skills
Communication Skills
Team Player and Team Building

EDUCATION and TRAINING

Project Management Framework – Aventia
Project Management Cube - Ericsson
Consultative Sales Training - Krauthammer
Consultation and Negotiation Skills – TMI
Communication Skills – eGate
Props-C (WBL) – Ericsson
Communication and Conflict Management - TMI
CCNA Cisco Certified Network Associate – Galileu
AXE Testing II – Ericsson Dublin
GSM and WCDMA System Support – Ericsson Lebanon

RELEVANT PROJECTS

Consultant for MVNO (Cable TV) – Portugal
MVV IMS Network for Vodafone - Portugal
IMS Network for NOS – Portugal
IMS Network for PORTUGAL TELECOM– Portugal
Short Term Assigned in GSDC Madrid - Spain
R12.1 Network Upgrade for ORANGE – Spain
MSS Network UNITEL – Angola
HLR/FNR Migration UNITEL – Angola