

Karel UYTTENDAELE

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Aalst, 6 Augustus 1972
Driver License B
Single

Objective

I would like to find a presales/consulting or product/project management position in a growing and competitive environment where each individual's contribution really counts and where my knowhow of current (and legacy) Telecom/IT/security systems can add to the company's bottom line.

Professional experiences:

Artilium (May 2007-August 2008, reorganization)

Autobaan 20
8620 Loppem

Bid Manager (Dec 2007-August 2008)

Responsible for answering RFQs/RFPs with regard to Routing (incl LCR), Fixed-to-Mobile Convergence, Unified Communications and MVNO/MVNE solutions through an overall coordination with the R&D, Services and Product Management departments.

Responsible for the follow up and tracking of the sales pipeline (in Salesforce.com) and providing a weekly report to the CEO and General Manager.

Technical Sales Consultant (May 2007-Dec 2007)

Providing customer tailored solutions based on the Artilium Shared Services Delivery Platform in Mobile and Fixed Telecom market.

CA (Computer Associates; November 2006 - February 2007)

Da Vincilaan 11
1935 Zaventem

Pre Sales Consultant for CA's Identity & Access Management product suite.

TechData (July 2002 – July 2006, headcount reduction)

Assesteenweg 117/1
1740 Ternat

Network Product Specialist (April 2005 – July 2006)

Prospecting, presales + follow-up and customer demo/presentations for:

- Cisco ecolife products: PowerDsine, StoneVoice, QuesCom
- RSA Security (solutions for enterprise data security, identity and access management)
- Enterasys Networks (high-end networking)
- Axis Communications (network IP Camera's)
- IMC media convertors

Axis Communications: re-launch of the Axis brand on InTouch (ecommerce site of TechData) and product launch for TechData customers.

Organisation of Axis Academy for TechData/Azlan customer (first introduction to IP Camera security)

October 2005-January 2006

Project Management for the roll out of Enterasys networking equipment for the largest hospital in Norway (Riks Hospital, Oslo)

Cisco product specialist (July 2002 – April 2005)

Internal sales for all Cisco related products and services.

Broad knowledge of Cisco's portfolio (routing, switching, wireless and voice products).

First line of contact for Cisco resellers with regard to more technical presales questions, network design.

October 2002-February 2003

Project Manager for the roll out of a worldwide WAN for an international pharmaceutical company for which TechData delivered the Cisco equipment.

British Telecom (July 1999 – March 2002, termination of the ISP platform)

Bessenvelstraat 9
1831 Diegem

Product Manager Internet (BT Ignite) April 2001 – March 2002

In-life management and full P&L responsibility for the BT Ignite Wholesale Dial-IP product (Virtual ISP) including keeping the product market competitive.

Create and define the business case of BTconnect Secure, BT Ignite's managed firewall product based on Netscreen series 5/25/50 firewalls.

Monitor and analyse the market to build-up intelligence in the VPN product area.

ISPA representative for BT Ignite (A-member)

Product Manager Connectivity (Yucom) July 1999 – March 2001

Initial startup of Yucom (Joint Venture between BT and BBL), one of Belgium's most successful Free Internet Providers

Management of Yucom's Access products:

- Creation of sign-up CDROM and online registration pages
- Adaptation of the signup CDROM so that it can be included into various other CDROMs (BBL HomeBanking, One to Trade, Clickx, Netwerk Magazine, Football Magazine)

Responsible for the NetCity project (every citizen of Antwerp and Hasselt can have his/her @antwerpen.be or @hasselaar.be e-mail address)

Project coordination for the Yucom Membership concept:

Adapt the Yucom website where non-Yucom surfers can subscribe for the Yucom Membership:

- Online PhotoAlbum
- Yucom Messenger (based on the Messenger from <http://www.odigo.com>)
- Yuniverse Magazine (paper magazine, published every 2 months)

CMG Belgium (Previously Admiral Computing. March 1998 - July 1999)

Astrid Business Centre
Koningin Astridlaan 59
1780 Wemmel

All-round IT & Support Consultant – Software Engineer

Projects:

March – May 1998: DHL

Coordination of 6 Support people in absence of an IT manager.

Creation of SLA's and deliverables concerning problem solving and user support.

June 1998: European Commission

Screening and audit of the EC's PABX' and implementation of SLA's concerning ordering and change management for telephone lines.

Aug 1998 – June 1999: Dexia

Y2K Coordination and testing.

Setup of a test LAN of Windows NT/Novell servers and Windows NT workstations. Real life simulations of software running in Dexia (Gemeentekrediet at that time) on all possible Y2K problem situations.

Telenet (Oct 1997 – March 1998)

Liersesteenweg 4
2800 Mechelen

Internal IT Support: Windows NT and MS Exchange administration, user support.

Tele Atlas (Nov 1993 – Sept 1997)

Moutstraat 92
9000 Gent

Nov 1993 - Dec 1996: Internal IT en support

- Switch of 200 DOS based IBM PS/2's to Compaq Deskpro's running Windows 95. General users support on MS Windows – MS Office environment.

Dec 1996 - Sept 1997: Telecommunication Projects

- Implementation of a Castelle Faxserver and Lucent Definity PABX.
- Installation and administration of Lotus cc:Mail with connections to the other Tele Atlas divisions in France, the Netherlands, Italy and Germany.
- Project proposal for the Tele Atlas Web site

Other professional experiences:

July 2004 – now: **uyttendaele.net**

Owner

Independent after-hours consultant with regard to IT, Telecom and multimedia for SMBs (max 10 people)

Dohmeyer NV

Rollout of network and small PBX; advice on desktop, server and remote access infrastructure

Bang & Olufsen SA, Denmark:

Beta tester of <http://www.bang-olufsen.com>; official forum moderator with regard to end-user questions; feedback on various products during product development before market launch.

Bang & Olufsen Gent

Installation of high-end audio/video and demonstration (B&O shop Gent, BIS, Accenta [both at Flanders Expo])

Sept 1995 - Sept 1997: **PING**

Ping was the first consumer ISP in Belgium

Freelance demonstrator

References:

Wim De Pauw (General Manager Artilium Belgium): +32 476 866 555

Gigi De Schrijver (Business Development TechData): +32 486 439 414

John Baeyens (former Sales/Marketing director BT/Yucom): +32 475 611 707

Joeri Uyttendaele (no family relationship; former head Pre Sales and IT Yucom): +32 478 446 869

Erik Van Cauter (colleague at BT/Yucom): +32 474 564 432

Wim Van De Loock (owner Bang & Olufsen Gent) : +32 495 247 373

Education & Training

1988-1991 : A2 Informatica, HOHAN Aalst

1991-1993 : 1st year A1 Informatica, HOHAN Aalst

2007: How to handle (internal & external) customer complaints (Cevora)

Introduction to NLP (Anne Wuyts)

2006 – 2008: Quarterly Sales & Tech updates at Cisco Diegem.

Nov 2008: Cisco the Vault: technical deep dive into Cisco's IPS and ASA products

Dec 2008: Cisco Motion: Delivering Mobile Services with 802.11n (sales & tech update)

Languages:

Dutch : native

English : excellent

French : good

German : passive knowledge

Hobbies:

Digital photography, speed sailing, snowboarding, volleyball, swimming, cardio & fitness training, mountain biking.