

# CURRICULUM VITAE: Gunther Grün

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## PERSONAL

Gunther Grün  
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Germany

Graduate in communications engineering

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## OBJECTIVES

### Senior Project Manager with a comprehensive knowledge of the field of telecommunications

Over 18 years of experience in dealing with cross-functional business units and carrying out complex projects in an international environment.

Areas of core competence are system engineering, product line management, product marketing and comprehensive projects in business sales.

## CAREER HISTORY

12/2004 – present

Interims Manager

**Contractor**

[www.global-goal.de](http://www.global-goal.de)

- Music download service
- Preparation of legal status for contracting and Business Development
- 6 month Sabbatical – including a robust programme of personal development activities

01/1998 – 11/2004

Mobile Network Operator

**Senior Project Manager**

Business Customer Unit

10/2001 – 11/2004

- Mobile data solution for a corporate IT company
  - First successful launch of a field force solution with over 1000 SIM cards to use national and international wide getting 1.2 million revenue
- Product launch of a tailored business solution
  - First product launch of a document server for the Blackberry in cooperation with a large international company
- Pilot launch of SMS Banking
  - Successful test of SMS Banking with 200 customers. Syndicate of IT, Bank and Operator (member of the steering committee)
  - First SIM card with a second digital signature (HBCI)
- Product launch Blackberry
  - Launch of the first „Blackberry“ product in the German market
  - Implementing the „Blackberry“ solution in 5 large German corporations

**Senior Project Manager**

Product Marketing Unit

01/1998 - 09/2001

- Group leader of GPRS/UMTS Strategy & Services
- GPRS launch as first operator in Germany
  - First successful launch of GPRS services in Germany
- Testing 'GSM zoning product' with 500 external customers
- Introducing the first SIM cards for GSM network launch
- Responsible for Fixed Mobile Convergence (FMC), speaker on international conferences

06/1988 – 12/1997

Global Player in Telecommunication

**Product Manager**

GSM and IN Unit

06/1988 - 09/1997

- Controlling release- and product development, leading Jour Fix
- Process management and improvement of business processes
- GSM-Standardisation in European Telecommunication Standard Institute (ETSI)
- Consultant for national and international customers (e.g. China)
- Lead product trainings for customers national and international (e.g. USA)

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### EDUCATION

|                   |   |
|-------------------|---|
| 10/1985 - 10/1987 | Scientific assistant at the University of Applied Sciences in Germany   |
| 10/1984 - 04/1988 | <b>University of Applied Sciences in Germany (Koblenz)</b><br>Certificate: graduate in communications engineering (Dipl. Ing. FH) |
| 09/1979 - 01/1983 | Certificate: electronic technician (EnergieanlagenElektroniker)   |

### OTHERS

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|-------------------|--|
| Languages         | German: native<br>English: business fluent   |
| Computer, EDV     | Microsoft Office Tools, Microsoft Project Management   |
| Personal interest | Material arts, Taekwon Do, 3. Dan, master degree   |
| Short courses     | Human resources management<br>Miller Heimann sales strategy<br>Professional project management in England<br>Quotation in well known professional journals (e.g. Connect, Teletalk, Funkschau) |