

# Dragos DIACONU

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## EDUCATION

### INSEAD

#### MBA Class of July 2018

Member of Ford Club, IPEC Club

Awarded INSEAD Alumni Fund (IAF) Diversity Scholarship

Singapore

2017 - 2018

### POLYTECHNICS UNIVERSITY OF BUCHAREST

#### Master in Computer Science

- Focus on networking technologies

Bucharest, Romania

2003 - 2008

## EXPERIENCE

### CISCO SYSTEMS ROMANIA

Bucharest, Romania

#### Territory Account Manager, Utilities Sector

2015 - 2017

- Achieved over 8 mil USD in sales representing more than 20% of the country target
- Maintained relationships with customers from utilities vertical at mid-management and executive levels
- Created and executed a business plan for Utilities vertical and individual account plans for top 10 accounts in Cisco Romania Enterprise sector
- Planned, built and implemented Cisco's strategy for Smart City and Internet of Things in Romania

#### Internet of Things & Innovation Sponsor

2015 - 2017

- Assessed IoT market size and start-ups innovations ideas on local market and prioritized top 3 solutions
- Identified 2 high potential industry partners to complement and develop Cisco IoT solutions at global level
- Recommended investments funds of over 100k USD for marketing and business development purposes

#### Territory Business Manager, Commercial

2013 - 2015

- Over-achieved quota (7 mil USD) with 20% with a year-on-year growth of over 30%
- Structured, trained and monitored business development with more than 50 people from top 5 Cisco partners
- Overseen, approved and monitored marketing activities of more than 250k USD/year
- Designed, launched and executed go to market model for two new services based on Cisco technologies with Service Providers

#### Technical Solution Network Engineer

Amsterdam, Netherlands

2009 - 2010

- Supported a sales funnel of over 100 mil USD by positioning Cisco's Solutions to world-wide sales teams
- Improved local technical resources efficiency with 100% by making them available internationally
- Formulated and implemented 3 procedures for case handling cases according to best practices in IT industry
- Obtained one of the highest industry certification (CCIE#26215)

#### Associate System Engineer

2008 - 2009

- Intense sales and technical training in a cultural diverse environment (150 students, 40 countries)
- Top performer in quarterly role plays as well as in individual and team assessments

### RCS-RDS

Bucharest, Romania

*RDS is one of the biggest telecommunication operators in South-Eastern Europe and the largest cable and satellite television company in Romania*

#### Network Operations Engineer

2006 - 2008

- Used innovative ways to resolve more than 10 critical customer issues a day affecting their business
- Optimized case resolution by creating 5 internal case handling procedures with best practices from team experience

## ADDITIONAL INFORMATION

**Interests:** Personal investing, travel, snowboard

**Nationality:** Romanian

**Languages:** English (fluent), Spanish(basic), French(basic)