



## INNOVATION: IGOR BLIZNYUKOV



- Seasoned telecom professional with 15+ years of technical and business experience gained at Siemens and Cisco
- Decision-making, leadership and consensus management skills. Risk taker
- Knowledge in human's psychology, relationship management and negotiation skills
- Interests: Chinese classical literature and philosophy, martial arts, paragliding.

### Career milestones:

- 2015 - now Independent angel investor and startup mentor  
Co-founder of unwds.com, an IoT hardware development company, mentor for startups focused on IoT, robotics and telecommunications
- 2008 – 2015 Cisco Systems
- 2012 – 2015 Product manager for ASR9000 IP+Optical integration, High End Routing and Optical Group, IP+Optical satellite shelf and integrated IPoDWDM card programs launched targeting over \$300M market in 3 years
- 2008 – 2012 Business development manager for Eastern Emerging markets, High End Routing and Optical Group, The ASR9000 business in Russia and CIS was developed from scratch to over \$80M p.a., overall SP bookings gained 40% in FY12. First delivery of Cisco high end technologies to CIS countries. Record breaking Cisco ULH DWDM project with worth over \$30M USD
- 2008 – 2012 Siemens AG, (since 01.04.07 – Nokia Siemens Networks)
- 2006 – 2007 Solution manager for IP backbone, Mobile Networks division  
Development of pre-sales and service teams for support of IP backbone projects worldwide, product definition and market positioning with over 30 experts in 3 countries. Generated approx. \$100M additional revenue out of partner equipment (Cisco) and services
- 2004 – 2006 Leading IP solutions expert, Carrier Services division 30+ successful trials and other projects around the globe with focus on service providers in Emerging markets, most of them resulted contracts for 3G/NGN networks delivery. Trained pool of 5 service employees with Cisco certifications
- 2001 – 2004T MN solutions manager, Optical Networks division, Management network (DCN) for \$100M+ optical project in Saudi Arabia – development, implementation and project closure resulted \$2M additional revenue and savings for Siemens  
Whitepapers for NGN broadband networks
- 1999 – 2001 Regional PLM for data and convergence products, Enterprise Networks,  
Market launch for Hicom 150E and HiPath converged systems in Russia generated \$5M sales in the first year
- 1997 – 1999 IT manager, Siemens Russia, Launch of new corporate voice/data infrastructure in Russia saved company more than \$300k p.a.

- 1996 – 1997 Software developer, Astelit, Introduction of Computer Telephony Integration technology helped company to develop new service offering for corporate customers
- 1995 – 1996 Engineer-analyst, ballistic department, Russian Space Mission Control Center, Thesis „Evaluation of control possibility for multiple spacecrafts in single orbital window” was completed and presented to the group of leading Russian space scientists with “Outstanding” rating

### Education:

- 2015 Essentials and Fundamentals of Systemic Constellations coaching
- 2013 Lego Serious Play® Facilitator
- 2009 – 2011 Time to Think Coach and Facilitator
- 2006 – 2009 NLP Master Practitioner and Coach
- 1992 – 1994 Master of Business Administration (Open University)
- 1974 – 1977 Bachelor of Science in Electronic Engineering (Brighton University)