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Emil Novakov

Current location: London, UK

- ✓ Multi-national telecoms engineer/consultant with focus on enterprise mobility management (EMM), cloud-based services, big data, security, networking and web development.
- ✓ Proven track record of successfully conducted mobility projects within global organizations for mobile enablement, apps and BYOD.
- ✓ Deep understanding of the mobile ecosystem with strong contact record.
- ✓ Strong cross-cultural communication skills with live/work experience in UK, USA, Germany, France and North Africa.

Fluent languages: English, German, French, Bulgarian

Keywords: EMM, BYOD, mobility, apps, security, enterprise infrastructure, system integration, web development

Objective: Help organizations in defining and implementing their mobile strategy across multiple platforms following best practices with regards to security, usability and mobile workforce enablement.

Current employment

2013 - present	**AirWatch, SE Team Lead**	**Milton Keynes (UK)**

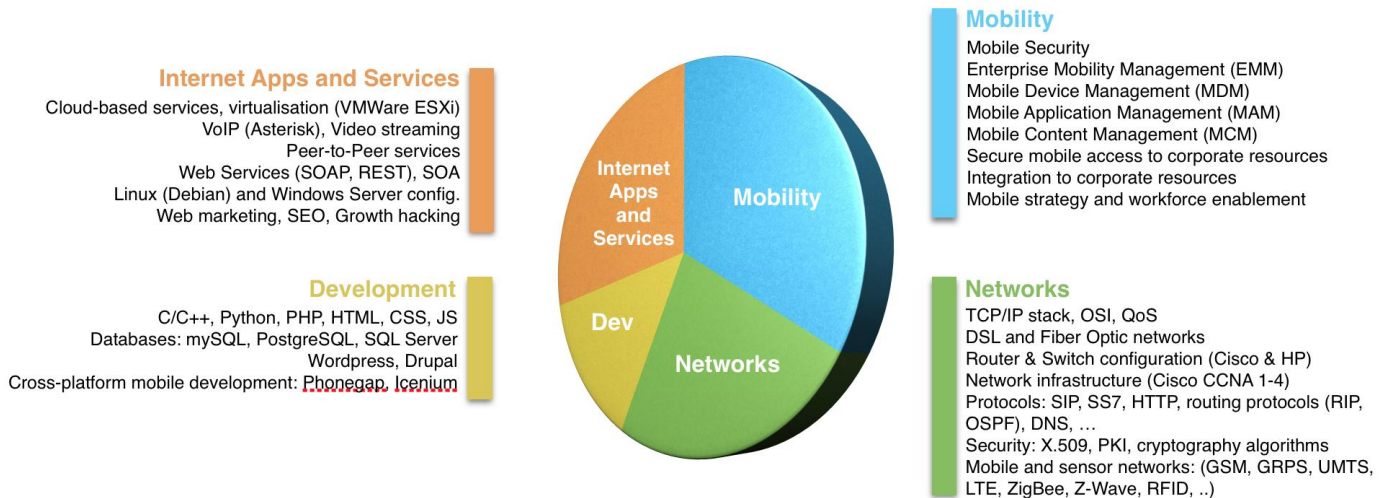Sales Engineering Team Lead for Central and Southern Europe
- ✓ Built, hired and trained a multi-national 10 man team to support large corporate and enterprise customers in defining their mobility strategy and evaluating AirWatch's EMM solutions.
- ✓ Team contributed to several $M revenue in 100+ deals across EMEA.
- ✓ AirWatch acquired by VMWare, Inc. in January 2014 for $1.54B.

2011 - 2012	**AirWatch, Consultant/SE**	**Atlanta (USA) / Milton Keynes (UK)**

From Technical Consultant to Sales Engineer
AirWatch is the world's leading mobile security and enterprise mobility management (EMM) provider with more than 1,600 employees across nine global offices. More than 10,000 organizations in 150 countries leverage AirWatch's solutions, which includes industry-leading mobile device, email, application, content, laptop and browser management solutions.
- ✓ As one of the first 10 employees in EMEA, involvement in multiple customer-facing technical roles in dozens of projects in EMEA across all verticals.
- ✓ Represented AirWatch at security tradeshows with keynotes about mobile security and BYOD.
- ✓ Led consulting projects involving implementation, integration and deployment support.
- ✓ Key role in the development of the French and DACH (Germany, Austria, Switzerland) markets through direct and indirect channels.
- ✓ Direct exposure to CTOs, CIOs and CSOs of large enterprise corporations in EMEA.
- ✓ Contributed to $3M revenue in 50+ deals in 18 months as Sales Engineer.
- ✓ Grew with the EMEA office from 7 to 300 employees in 30 months.

Technical skills and Expertise

Internet Apps and Services
Cloud-based services, virtualisation (VMWare ESXi)
VoIP (Asterisk), Video streaming
Peer-to-Peer services
Web Services (SOAP, REST), SOA
Linux (Debian) and Windows Server config.
Web marketing, SEO, Growth hacking

Development
C/C++, Python, PHP, HTML, CSS, JS
Databases: mySQL, PostgreSQL, SQL Server
Wordpress, Drupal
Cross-platform mobile development: Phonegap, Icenium

Mobility
Mobile Security
Enterprise Mobility Management (EMM)
Mobile Device Management (MDM)
Mobile Application Management (MAM)
Mobile Content Management (MCM)
Secure mobile access to corporate resources
Integration to corporate resources
Mobile strategy and workforce enablement

Networks
TCP/IP stack, OSI, QoS
DSL and Fiber Optic networks
Router & Switch configuration (Cisco & HP)
Network infrastructure (Cisco CCNA 1-4)
Protocols: SIP, SS7, HTTP, routing protocols (RIP, OSPF), DNS, …
Security: X.509, PKI, cryptography algorithms
Mobile and sensor networks: (GSM, GRPS, UMTS, LTE, ZigBee, Z-Wave, RFID, ..)

Professional experience

2011	**Georgia Institute of Technology**	**Atlanta (USA)**
5 months	Teaching assistant for the ECE3076 Computer Communications class	
Contract		

- ✓ Gave a series of lectures on TCP/IP
- ✓ Hold office hours and supervised networking labs
- ✓ Graded coursework and exams

Developed skills: lecturing and teaching

2010 *6 months* *Internship*	**BMW Group**	**ConnectedDrive Department**	**Munich (Germany)**

<ins>Test and QA engineer for telematic services and iPhone App designer</ins>
Planning, organization and performing tests of innovative telematic services:
- ✓ Teleservice BatteryGuard
- ✓ "myBMW Remote" iPhone App for BMWs next electric vehicle (BMW ActiveE)
- ✓ Functional and screen design of the 2nd Release of the "myBMW Remote" iPhone App:
- ✓ Functional specifications and iPhone screen design

Developed skills: testing, vehicle bus and communication systems (CAN, MOST, FlexRay), bus monitoring tools, IT-architecture for providing telematic services (SOA), project management

2008- 2010 *2 years* *Self-empoyed*	**WEB / DATABASE DEVELOPER**	**Self-employed (Auto-entrepreneur)**	**Paris**

Examples of developed web sites among others:
- ✓ *www.airspirit.com*   *online advertisement platform for air charter & jet services*
- ✓ *www.ilemauricevoyages.com*   *web site and back-office of a travel agency*
- ✓ www.ishootmyapple.com   *community for Apple users*

Developed skills: web design (HTML5, CSS), web programming (PHP, Javascript), database design

2009 *2 months* *Internship*	**SETEC Telecom (now SETICS)**	**Telecom Consulting Company**	**Paris**

<ins>Telecom Consultant</ins>
- ✓ Sub-loop unbundling for extending ADSL range
- ✓ DSL cartography
- ✓ Fiber-optic network design

Developed skills: MS Excel macros development, consulting project stages, DSL technology

Summer 2008 *2 months* *Internship*	**FRANCE TELECOM / ORANGE LABS**	**Research and Development**	**Grenoble (France)**

<ins>Software developer</ins>
- ✓ Work on a Wi-Fi indoor localization platform
- ✓ Development of a graphical application with the Qt Graphics View Framework

Developed skills: C/C++ development, multithreading, sockets, geometrical analysis algorithms

Education

2010 – 2011	**Georgia Institute of Technology, ranked 4th engineering school in the USA**	**Atlanta (USA)**

Master of Science in *Electrical and Computer Engineering*.
<ins>Student GPA</ins>: 3.87/4.00.

2007 – 2009	**Institut Télécom - Télécom Sudparis**	**Evry (France)**

Master's Degree in *Telecommunications Engineering specializing in Mobile Networks and Services*.
<ins>Master's final project</ins>: Decision algorithms for handling the seamless handover between 3G and IEEE 802.11 networks.

2005 - 2007	**Lycée Champollion, « Classes Préparatoires aux Grandes écoles »**	**Grenoble (France)**

Prep classes in Maths. and Physics for the French high Engineering Institutes (Grandes Ecoles).

2001 – 2005	**International High School Europole, Double High School Diploma**	**Grenoble (France)**

French Baccalaureat S - Mathematics and Physics, with honors (17 / 20).
German Abitur with distinction (1.0, highest possible score).

Awards

Convergence Innovation Competition 2011	**1st place in the "Cloud to Home" category** of the Convergence Innovation Competition 2011 (CIC) organized by Georgia Tech and industrial sponsors (Hitachi, Cisco). <ins>Project</ins>: Voice2Home, tell your home what to do for you! Prize delivered by Hitachi's CTO.
"Challenge Entreprendre 2009"	**Co-Winner of the entrepreneurship challenge** 2009 organized by Telecom Sudparis and the French Ministry of Finance and Economy. <ins>Project</ins>: Innovative mobile application for prepaid order for Fast-foods. Prize delivered by the French minister of finance C. Lagarde.

Activities and Interests

Community Life	**Involvement in the community of Telecom Sudparis**: ✓ Organization of several events on the campus: concerts, gala evening, recruitment forums. ✓ Guitar player in the Musical of Telecom Sudparis. ✓ AIESEC: Development of the intranet for the world biggest student organization (local office)
Sports	Tennis, skiing, running and hiking.
Technology	IEEE student member