**PROFILE & ACHIEVEMENTS**

**CHRISTIAN STANGIER**

**Ein Bild, das Person, Mann, Anzug, Kleidung enthält.

Automatisch generierte Beschreibung**

**GUIDING ENTREPRENERIAL INNOVATIONS**

* Define a way forward for Mavenir’s Messaging business
* Shape a venture for ABB in the eMobilty segment
* Build a joint venture of Deutsche Telekom and Zeiss for the development of connected smart glasses

**LEADING GLOBAL PARTNERSHIP NETWORKS**

* Overcome strategic objectives and form an alliance of Google and Mavenir in Messaging
* Position Deutsche Telekom as first choice for Apple smartphones with a purchase volume of more than 2 billion euro

**PERSONAL INFOS**

* Create exclusive advantages for Deutsche Telekom customers through partnerships with major innovators like Apple and Amazon

suitcase52.png**DELIVERY-ORIENTED PRODUCT LEADER**

Christian.Stangier@gmail.com

* suitcase52.pngManage the roll out of new GSM-R Units to >5000 vehicles for suitcase52.pngDeutsche Bahn AG in logistics and technical integration

Vivatsgasse 4-6

53111 Bonn, Germany

* Open the door for IoT business of Sequans to access European telcos

04.12.1967

* Develop a consistent Magenta@home experience and build the corresponding device portfolio supporting DSL, TV, Smart Home

www.linkedin.com/in/christianstangier

**EXPERIENCE (exemplary)**

**QUALIFICATIONS**

**SENIOR ADVISOR (self-employed)**

***10/2020 – Present***

***Excubate Corporate Startups***

* Venture building (e.g. with ABB and DT)
* Derive a product strategy and go to market plan

**CORE COMPETENCIES**

* **Passionate Digital Transformation Leader** with track record of launching and growing business
* **Entrepreneurial background** with network to global innovation hubs
* **Strong Product & Innovation competence** with a clear understanding of market needs
* **Track record in driving partnerships** into highly successful collaborations

**ACCOMPLISHMENTS**

* Mentor at Intel’s Ignite program for start-ups
* Crash Course in Data Science at   
  The John Hopkins University
* Intro to Blockchain Technology at Insead
* PSM 1, Certified Scrum Master, Scrum Alliance
* Leadership Excellence Program at   
  IE Business School

***Key Success:***

* Successful start of Panion, the ABB eMobility venture

***08/2021 – Present***

***Sequans Communications***

* Define a strategy how to approach telco carriers
* Evaluate business models to engage with distributors

***Key Success:***

* Growth through new distribution channels via carriers

***04/2021 – 04/2022***

***Mavenir***

* Evaluation of the global messaging business
* Define a new strategy for messaging in Mavenir
* Implement a new independent business unit for SaaS

***Key Success:***

* Successful start of the new business unit

***10/2020 – 12/2022***

***mm1 Consulting***

* Steering of a group wide exchange of GSM-R equipment

***Key Success:***

* Improvement of the mobile connectivity experience for  
  customers of the Deutsche Bahn AG

**DEUTSCHE TELEKOM AG, BONN**

**UNIVERSITY**

Executive Leadership Development Program at Stanford Graduate School of Business (2016)

Diploma in Electrical Engineering at   
Technische Hochschule Aachen (RWTH)  
(1987-1994)

**LANGUAGES**

* German Native
* English Full professional proficiency

**ACTIVITIES**

* Sport: Skiing, Tennis, Hiking, Yoga
* Music: Classical Piano
* Travelling: Europe, Africa, America

**REFERENCES**

* Timotheos Höttges, CEO Deutsche Telekom
* Michael Hagspihl, SVP Global Strategic Projects and Marketing Partnerships, Deutsche Telekom
* Yves Maître, formerly CEO HTC Corporation

***08/2011 – 07/2020***

***Senior Vice President Connected Devices***

* Management of the global partnerships with Apple, Google, Samsung
* Board member of Tooz Inc, a JV of DT and Zeiss AG
* Driving the entire portfolio of devices for the DT group including Wearables, Voice Controlled Devices and Virtual Reality Glasses

***Key Successes:***

* Managing a turnover of more than 3 billion euros with devices across the Deutsche Telekom group
* Development of the first Magenta Voice Speaker
* Foundation of the Tooz joint venture

***Vice President Product Management Mobile***

***04/2008 – 07/2011***

* Introduction of the international portfolio of mobile phones in Deutsche Telekom
* Project lead for key initiatives, e.g. introduction of Android

***Key Successes:***

* Successful introduction of the first Android phone in an exclusive partnership with Google and HTC
* Development of the DT App portfolio for iOS and Android

**T-MOBILE INTERNATIONAL, BONN  
 *Head of Client Integration/ISP Products***

***09/1994 – 03/2008***

* Conception and development of a T-branded mobile phone
* Transformation of product management from voice-centric into mobile internet business

***Project Lead Personal Communication Services***

* Project lead of the first FMC product combining fixed and mobile communication on one bill with one device and one service

***Project Engineering***

* Project lead “Short Message Service Center”
* Voice quality assurance: Design of a new measurement system and implementation in C++
* Audits of system technology suppliers

Bonn, 03.01.2023