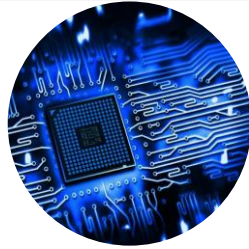




*Business Development Manager  
Computer Engineer  
Addicted to Technology  
Currently at Vermont Rep  
IoT & Connectivity  
B2B Business Development*

*Cristiano  
Rodrigues*

# *Summary*



20 YEARS OF  
EXPERIENCE IN THE  
TECHNOLOGY  
INDUSTRY



STRONG  
TECHNICAL  
BACKGROUND  
(DEV, FAE)



CAREER  
TRANSITION TO  
COMMERCIAL /  
BUSINESS STARTED  
BACK IN 2011

# *Scholarship*

SOLID EDUCATIONAL  
BACKGROUND IN HIGHLY  
RECOGNIZED BRAZILIAN  
INSTITUTIONS

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Electronic Technician  
ETESP (1994)

1

Computer Engineering  
UNICAMP (2001)

2

Project Management MBA  
FGV (2008)

3

Business Management  
FDC (2022)

4

3

# *Professional Path*

WORKED FOR AMERICAN AND BRAZILIAN COMPANIES, ALWAYS ACTING ON HIGH-END TECHNOLOGY PROJECTS



Motorola SPS / Freescale  
Chip Design



Opto Eletrônica  
Embedded Systems Design



Avnet Inc  
Field Application Engineering



Unitec Semicondutores  
Product Marketing



Vermont  
Business Development

# *Experience*

- EXPOSITION TO HIGH TECHNOLOGY PRODUCTS AND COMPANIES
  - DEMAND CREATION
- STRATEGIC PRODUCT PORFOLIO DEFINITION
  - BUSINESS DEVELOPMENT
  - CUSTOMER RELATIONSHIP STRENGTHEN

- Worked On Several 32-bit Soc Designs for Automotive Applications
- Publications at IEEE Conferences on Design Verification (Company Awards Issued)
- FPGA IR Video Processor Design (Military Usage)
- Demand Creation for Several Semicondutores Companies (Avnet Suppliers)
- Brazilian Market Presentation for Semiconductor Manufacturers
- Portfolio Roadmap Definition for IoT & Connectivity
- Business Development for LPWAN Applications Deployment in South America (LoRa®)
- Congresses and In-Company Speeches

# *Future*

- BUSINESS DEVELOPMENT
- DEAL WITH NEW DISRUPTIVE TECHNOLOGIES
- CONTRIBUTE TO LOCAL COMPANIES TO DEVELOP HIGH-END SUCCESSFUL PRODUCTS



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