

VICTOR BRILON

address

2553 Mardell Way
Mountain View, CA 94043

phone

+1.650.353.7378

email

victor@victorland.com

web

<http://victorland.com>

Profile

Innovating in the mass adoption of web and mobile applications through work at industry-leading firms. **Leading teams** at companies of all sizes, from newly formed **startups** to **Fortune 500 multinationals**.

Identifying and developing **deep relationships** in customer and partner organizations.

Representing his company in **media, industry, analyst, and executive briefings**.

Thriving in an environment of **rapid change and innovation**.

Experience

Nokia (August 2001 – Current)

Mountain View, CA, Dallas, TX, and Espoo, Finland

Senior Product Manager—Global organization, Nseries devices

- ▶ Point person for all outreach and technology evaluation in Silicon Valley. Identified more than 15 new early-stage and pre-announcement technologies through extensive research and networking. Met with new and established companies (Cisco, Linksys, Qik, Monsoon Multimedia, others) to vet claims and assess readiness for market. Analyzed current and expected competitive product set and assessed consumer uptake by segment for Nokia's most advanced devices. Recommended marketing approach, service feature set, and developer engagement strategy to global product team for Symbian and Linux Nseries handsets in development.
- ▶ Working with Cisco, Intel, and other partners, developed unique service offerings; managed partner relationships through product launch; and, guided partner, channel, and Nokia marketing and business development efforts through market launch.
- ▶ Briefed global management on evolving product set, the growing importance of tightly-bundled services, and the broad uptake of competitor platforms and devices.
- ▶ Briefed major industry media, industry analysts, and financial analysts. Represented Nokia on panels at GigaOM, CommNexus, and other industry events

Senior Manager, Global Java and S60 Market Development—Technology Platforms

- ▶ For mobile operators globally, created all Java marketing and positioning for mid-to-high-range (S60) handsets. Led regular strategy meetings with major customers to better understand operator needs and drove alignment of product management, standardization, requirements, and other groups within Nokia to meet operator needs. More than 200 million handsets shipped on this platform.
- ▶ Served on 3GAmericas, OSGi, and other industry standards bodies to advance Nokia's Java interests; briefed developers, media, investors, and business groups; and, briefed leading operators. Internally, briefed investor relations, CMO, and other groups around the globe to ensure consistent positioning and support for platform and handsets.
- ▶ Working across many disparate groups within one of Nokia's largest customers, drove alignment and secured support for Nokia's handsets and platforms. Regularly briefed Nokia's CTO organization and prepared materials presented quarterly to client's senior executives.

VICTOR BRILON

address

2553 Mardell Way
Mountain View, CA 94043

phone

+1.650.353.7378

email

victor@victorland.com

web

<http://victorland.com>

Senior Product Manager—Global Search Engine Business

- ▶ Responsible for creation of global service product brief and end-to-end implementation of search., including ensuring successful service delivery and a positive user experience across hundreds of different handsets. Led review and approval of all releases.
- ▶ Developed requirements and drove implementation of handset UI and back-end service architecture. Designed platform to deliver differentiated service based on handset, distribution partner, and affiliate. Working with content providers and 12 internal groups representing every region in which Nokia operates, designed requirements for data feeds; managed localization and productization globally.
- ▶ Drove marketing processes in support of new service, including creating marketing briefs, defining positioning, category management, demographic targeting; produced regional launch plans and managed regional communications and team interfaces for product launch in all regions.

Java Application Manager for the Americas

- ▶ Working in close coordination with account VPs, drove the adoption of Java as a technology and as a business strategy at operators throughout the region. Launched the first J2ME handset in the Americas and oversaw the rollout of the next eight Java handsets and accompanying services at AT&T, Sprint, T-Mobile (US); Telcel (Mexico); and, Oi, TIM, and Claro (Brazil).
- ▶ Established and maintained alignment with customers and within Nokia regional requirements management, developer program, marketing, sales, corporate communications, and investor and analyst relations ensure support of Nokia products and open standards and application development.

AnywhereYouGo.com (August 1999 – August 2001)

Dallas, Texas

Co-Founder and Senior Technology Architect

- ▶ As a co-founder and member of the management team of this venture-funded company, developed and managed the technical infrastructure and staff that supported content syndication and online testing for the world's most widely used resource for mobile application development. Company was acquired by HP.
- ▶ Architected and managed the development of core technology offering: Testing that accurately captured characteristics of WAP-enabled devices and performed interoperability testing on applications with various devices and gateways. Customers included Microsoft, the Financial Times, Phone.com, OAG, others.
- ▶ Working closely with the CEO and Director of Business Development, identified opportunities and presented proposals to executive management at AT&T, Verizon, Motorola, and Oracle, among others. Formed strategic relationships with wireless innovators and decision makers at Motorola, Sun, IBM, Intel, VA Linux, HP, Mercury Interactive, and others.
- ▶ Spoke at Linux World and other industry conferences on mobile application development, implementation, and testing. Quoted in Information Week, RCR Wireless, and other IT and wireless publications.

VICTOR BRILON

address

2553 Mardell Way
Mountain View, CA 94043

phone

+1.650.353.7378

email

victor@victorland.com

web

<http://victorland.com>

Independent technology consultant (1999)

Dallas, Texas

Architect and Project Leader

- ▶ Client liaison, technical project manager, and lead developer in the design, development, and implementation of an e-commerce site for GameStop, the country's largest games retailer; included extensive integration with several legacy fulfillment systems and databases.
- ▶ Developed technology strategy for wireless portal for Nokia Americas. Recommendations presented to Nokia Americas management team were the basis for their implementation that began a few months later.
- ▶ Technical editor for three technical books for O'Reilly Media, one of the world's leading publishers of information on new technologies.

c2o Interactive—A division EDS (1996 – 1999)

Dallas, Texas

Architect and Project Leader

- ▶ Led team that developed and implemented e-commerce system for Kraft Food division; client savings of \$1+ million expected within 12 months. Wrote technical strategy document. Built catalog system; integrated with customer service, order processing, and fulfillment systems. Oversaw personalization of the user experience.
- ▶ Working in Dallas and New York over an intensive 35-day period, led team that developed and deployed cross-platform publishing tool for CNBC (Microsoft, Intel, and NBC Interactive joint venture). Java tool enabled NBC Interactive to capture Internet content and format it to CNBC's editorial standards so that it could be streamed into a CNBC broadcast via Intel's InterCast format. Worked closely with NY-based staff of NBC Interactive; project featured in EDS 1997 annual report.

Eagle River Interactive (1995 – 1996)

Dallas, Texas

Senior Technologist

- ▶ Helped establish and guide web development practices through founding and growth to a publicly-traded company with more than 500 employees and offices throughout the United States and Europe. Grew to be world's largest interactive services company.
- ▶ Architected and helped build the first wave of advanced Internet applications for Disneyland Paris, Electronic Data System, Sun Microsystems, Sprint, Arthur Andersen Business Consulting, and others.

Independent technology consultant (1994 – 1995)

Dallas, Texas

Architect and Developer

- ▶ Developed site architecture and server-side applications, performed security analysis, and implemented required new infrastructure for Southern Methodist University, Texas Instruments, Sharp USA Electronics, others.

Education

Southern Methodist University (1994) BA

Dallas, Texas

Additional Information

Media and conference appearances, full bio, technology background, and other information is at www.victorland.com.