

AIN INDERMITTE

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SUMMARY

Seasoned technology and business manager with over 18 years of international experience in wireless communications and software development industries. Skilled in program and product management, operations, partnering, leading teams and individuals, software and product creation, marketing and sales. An organized, flexible manager that consistently meets challenges and accomplishes goals by paying attention to details. Effective in leadership, communication and collaboration. And finally – passionate about mobile software, applications, and innovation.

PROFESSIONAL EXPERIENCE

NOKIA INC., California; Texas; Estonia

1997-present

Head of Developer Relations, Forum Nokia

2008-present

Promoted to the leadership position at Forum Nokia due to strong operational success at previous role.

- *Key achievement:* Architected and implemented partnering CRM tool based on salesforce.com. The tool was adopted across Nokia for tracking all partnering, application development funding, and related co-marketing activities.
- Managed a \$6M investment into Nokia's developer ecosystem in the Americas region, resulting in funding over 200 applications and related co-marketing campaigns.
- Led a team of seven developer relations managers responsible for publishing cool and innovative mobile applications to Nokia's Ovi Store.
- Presented 3rd party applications portfolio to Nokia's C-level and SVP-level leadership teams.
- Influenced and collaborated with a wide array of internal stakeholders and customers.
- Managed mobile applications sales pipeline ensuring business success for both Nokia and partners.

Senior Developer Relations Manager, Forum Nokia

2006-2008

Owned the relationships with leading mobile multimedia applications partners in the Americas region. Identified potential candidates for Nokia's premium members-only developer program, Forum Nokia PRO; initiated and drove alliance relationships; delivered new and innovative applications and services to mobile customers; and fulfilled application requirements from within Nokia for specific device projects.

- *Key achievement:* Created Nokia's 3rd party video/audio/imaging applications and services offering.
- Negotiated, scoped and delivered several multimedia applications to be included in Nokia's Download! Service
- Collaborated with multiple high-tech "innovation houses" (e.g., Guidewire, Dealmaker Media, Plug&Play TechCenter) in sourcing innovative mobile ideas and helped to productize them on Nokia devices.
- Identified and built mutually beneficial relationships between partnering companies, organized matchmaking business opportunities with companies focusing on the mobile market.
- Evangelized Nokia's developer offering direct to developers as well as at various industry shows and trade events.
- Managed 3rd party application developers' presence at key industry events.
- Structured and executed mobile software partnerships with regional coverage from Canada to Argentina. Negotiated with partners to formulate win-win business strategies.

Technology Manager,**Head of Graphics Software Product Development Group, S60 Platform**

2004-2006

Led a culturally diverse team of graphics software development professionals within Nokia's S60 Applications organization. Created technology platform strategy and implementation plans. Ensured that projects achieved their targets, kept schedules and maintained estimated costs within planned scope. Ensured that customer satisfaction was met with agreed level of quality.

- *Key achievement:* Delivered SVG (Scalable Vector Graphics) technology for Nokia smartphones, enabling the following "Nokia firsts":
 - Scalable UI;
 - Interactive device tutorials;
 - Displaying of scalable maps inside the mobile search client application.
- Solved complex problems across multiple areas of expertise and geographical locations leading to identification of short and long term solutions.
- Managed activities such as product strategy, budgeting, roadmap planning, project oversight, competence development, coaching, salaries, promotions, performance reviews, and hiring.
- Led team in achieving SVG project milestones on schedule.
- Achieved exceptional performance ratings. Received high employee satisfaction scores.

R&D Project Manager, Symbian Platform Development

2003-2004

Managed software development projects in Nokia Symbian Platform Development Visual Media Component Factory. Responsible for subcontractor management within projects.

- *Key achievements:* Delivered RealOne Player and Macromedia Flash 6 for Nokia S60 platform.
- Led Macromedia Flash 5 maintenance project for launching in Nokia 9500 and 9300 communicators.
- Utilized leadership, facilitation and interpersonal skills to guide development team in understanding and defining project requirements, establishing project plan and schedule, manage budget and project costs, and perform risk analysis.
- Obtained senior management approvals by presenting program charters, accomplishments, and risk assessments at appropriate milestones.
- Coordinated delivery of software materials at relevant milestones by working in tandem with multiple project teams.
- Ensured project milestone accuracy, administered change management, software releasing, error correction, testing and integration activities.
- Led negotiations and collaboration with subcontractors.
- Collaborated with partners RealNetworks, Adobe, and Macromedia to exploit advanced multimedia features of OMAP and ARM platforms.
- Met or exceeded projects' incentive plan targets, resulting in high level of bonuses for the teams.

Program/Product Manager, Broadband Systems, Nokia Networks

2002-2003

- *Key achievement:* Successfully designed and completed Nokia's Ethernet-over-VDSL solution.
- Guided 19-employee program management team to identify customer needs and requirements, define program scope, establish program plan, create strategy and roadmap, budget and manage program costs and resources.
- Managed R&D, Product Management, Delivery Operations, Professional Services, Technical Publications and Training, Product Data Management, Quality Assurance, System Integration Testing, Marketing and Sales, and Legal functions.
- Led contract negotiations and collaboration with suppliers, ensured program milestone accuracy, administered change management and product data management, implemented product launch and trained sales force.
- Motivated team to maintain schedule, launching solution to market in an aggressive 8 months.

Solutions and Systems Marketing Manager, Broadband Systems, Nokia Networks 2000-2002

- *Key achievement:* Designed, developed, and sold company's Broadband IP Access solution.
- Demonstrated concept of video delivery over DSL and wireless LAN networks to customers.
- Led collaboration with 3rd party solution suppliers, resulting in signed contracts.
- Presented company's solutions at conferences, trade shows, and press and analyst events.
- Ensured effective communication flow between product line and sales teams, organized sales support to select North American accounts, resulting in closed deals worth hundreds of thousands of dollars.
- Facilitated sales with value-based argumentation.

Product and Systems Marketing Manager, Nokia Estonia 1997-2000

- *Key achievement:* Led company's broadband DSL business in Estonia from 0% to approximately 35% of company's total business within the country.
- Sold broadband DSL, SDH transport, and radio link networks to customers in Estonia.

CONCORDIA INTERNATIONAL UNIVERSITY, Estonia 1994-1997

Director of Development 1996-1997

- Planned strategic development.
- Implemented marketing campaigns.

Computer Center Director, Assistant Professor of Computer Science 1994-1996

- Developed and led university's information management team and established information technology and telecommunications infrastructure. Supervised 11 direct reports. Managed web/HTML publishing, visual and graphic design and desktop publishing activities.
- Taught "Introduction to Computer Science" and "Microcomputer Software Applications" courses.

CONCORDIA UNIVERSITY WISCONSIN, Mequon, Wisconsin 1993-1994

TALLINN UNIVERSITY OF TECHNOLOGY, Estonia 1987-1992

Part-time positions of Software Design Engineer, Computer Science Trainer, and Computer Technician

EDUCATION

Master of Business Administration in International Business, Wisconsin International University, USA

Diploma Engineer (Master of Science) in Computer Engineering, cum laude, Tallinn University of Technology, Estonia

Advanced Studies in Computer Science, Concordia University Wisconsin, USA

Studies in Marketing, Copenhagen Business College, Denmark

Numerous technology, leadership, and business management courses provided by Nokia.

ORGANIZATIONS, ADVISORY ROLES, AND VOLUNTEERING

Member of IEEE Computer Society.

Member of SDForum (Software Development Forum).

Advisor to Qik, Inc. (company successfully acquired by Skype in 2011 for over \$100M).

Volunteer and organizer of DriveLessChallenge.