



# Jacob Mathew

Strategic Partnerships & Alliances | Internet Of Things(IoT) | Digital Transformation.



## Professional Summary

Technology business strategist and implementer in Telecom with 10 years of experience. Excellent understanding of strategy, management consulting, business processes improvement, project management, reporting and problem-solving methodologies. Passionate in trend areas such as Internet of Things (IoT) and Digital Transformation, creating strategic partnerships with international System integrators, Solution Providers, Manufactures and Software Houses players within Europe, Middle East and the US.



## Work History

2020-03 - Current

### Chief of Business Development

Inagrab Inc, Diplomatic Area, Bahrain

- Responsible for owning and developing both new and existing account relationships and partnerships (100+ Merchants including regional/international distributors).
- Provide leadership to corporation-wide business development efforts including development of strategic initiatives in Middle East & Internationally.
- Completed Retailer Onboarding with Philips AE
- Liaising between business development and marketing, sales, custom content, creative services, production, external vendors and partners.
- Developing renewal, upsell, and new sales goals and sales budgets on annual basis. Lead negotiations for renewal or extension of contracts with existing or current partners.
- Managing, training, and developing other members of Inagrab Development team.

2019-01 -  
2020-01

### Commercial Manager

Northstar Technology (Al Hilal Group), Seef, Bahrain

- Developed proposition strategy that positions NorthStar most effectively and facilitates expansion of distribution channels and new business (IoT).
- Worked with IoT vertical based solutions, platforms, and understanding of end-to-end IoT use cases.
- Preferred background in one or multiple areas like IIoT, Data Management, Analytics, and Web / Mobile Applications.
- Strong Knowledge of technologies and use cases for Cellular IoT, Big Data, Cloud-native SaaS, Analytics/Machine Learning and related areas.
- Built M2M/IoT propositions that attract solution providers and developers.
- Worked directly with other product owners, system engineers, program managers, developers, testers, and customers to define features and technical user stories.
- Coordinated communications, escalates and facilitates resolution of risks, issues, and changes tied to product development initiatives
- Targeted internal communities to evangelize and educate them IoT Platform services, capabilities, architecture, and use cases.
- Understand and execute marketing campaign development and planning, and go to market processes
- Collaborated with sales teams to develop and execute on Solution development strategy.



## Contact

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## Skills

Partner Management



Excellent

Vendor Relationship Management



Excellent

Strategic Planning



Excellent

Project Management



Very Good

Internet of Things



Very Good

Telecommunications



Excellent

2014-09 -  
2018-06

## Sr. Manager International Business

Divox International Inc., Dubai, United Arab Emirates

- Head of International Business. Increased revenue by \$16MM over 2 years.
- Developed connectivity & device management platform, high-performance IoT ready modules enabling real-time edge capabilities and eSIM solutions.
- Partnered with Industry-leading MNOs such as Vodafone, Globe-Telecom, Tata Communications, Bharti Airtel, BICS, Interconnect Nigeria, GLO, Reliance Communication, Idea Cellular, SIFY Technologies, Telenor, and more.
- Assessed profitability through forty-one carrier level relationships.
- Conceptualized, negotiated, and delivered JV for Spectranet India.
- Effectively negotiated & completed technology licensing deal with Sonus Networks and Genband (Ribbon Communications).
- Accelerated growth, higher brand awareness, increased revenue and presence in new markets and verticals through top-notch channel partnerships (Seamless SE BEYONIC BiTEL Novatti Group Open Gate SA PAY WAY UG SADAD BH PayThem SA KEYbs and many more).

2012-04 -  
2014-09

## Sr. Technical Officer

Divox international Inc., Cochin, India

- Commissioning and configuring SONUS NBS5200 SONUS PSX GX 9000 MGW for International long-distance operation with coordination of SONUS US and Singapore.
- Implemented MNP solution from SONUS with accordance to Tele Cordia and Syniverse. Integrated lawful intercept (LIM) with ZEEL.
- Circle wise capacity analysis basis of traffic profile, initiating more production.



## Education

2006-01 -  
2011-03

### Bachelor of Engineering: Electrical & Electronics

Anna University - Tamil Nadu



## Accomplishments

- Smart City - Consortium development & participated in RFEOL & RFI with Microsoft Ireland & fiware foundation.
- HealthCare Solutions (Scoliosis Diagnosis) - Computer Vision ai solution: Calibration of hip & shoulder angle with SAS US.
- Smart Agriculture (1800 hectare) | Microsoft Azure IoT- Irrigation Control, Trap Solutions & Asset Management.
- Industrial IoT - Industrial process automation & condition monitoring solutions with PTC ThingWorx.
- Advanced Metering Infrastructure RFI submission for a semi-government organisation with Nites EU.
- Ai Facial Recognition for employee tracking/attendance, visitor management & Digital receptionist solutions with Microsoft Ireland.
- News & Publication - ai based Journalism & Proofreading.
- Smart Retail - Smart Shelving (Computer Vision ai) On-Shelf Availability & Theft profiling.
- Smart Building Projects - BMS systems & ai/IoT solutions for 72 Villas.
- Automotive - Fleet/Fuel Management with Ruptela.
- Asset Management - Asset management using RFID technology for heavy-duty materials, Pallet Tracking & indoor assets tracking through AGPS.