

GENERAL INFORMATION:

Nenad Marinković

Born on 21 November 1961 in Niš

Graduated from the School of Electrical Engineering in Belgrade after finishing grammar school
– Department of Science and Mathematics

Married with two children

Fulfilled regular military service within Air Force and Air Defence

SPECIFIC SKILLS AND EXPERIENCE:

English language

Ericsson and Nortel sales and pre-sales certificates from the field of business communications

Courses on Project management and for Account Managers

RELEVANT EXPERIENCE:

January 2008 - October 2009 TelefonServis (system integrator with 20 employees)

Director

Established a team of certified engineers for Ericsson/Aastra, Siemens and Cisco products, the company became a distributor of radio links produced by SAF. All activities of the company belonging to its 45 year old tradition were maintained. The most significant clients: Verat, Public Enterprise of PTT Communications 'Srbija', IDEA, Marbo, JKP Vodovod, KBC Zemun, Tax Administration of the Republic of Serbia, GP7Jul

April 2001 – January 2008 Telegroup (system integrator)

CEO

The company had 6 employees in April 2001 when I started working there. When I left the company, it employed almost 200 people in Belgrade and covered territories of Serbia, Montenegro, the Republic of Srpska and Bulgaria. Apart from the administrative function of the director, I was also responsible for the distribution and sales of Ericsson, Motorola and Nortel products. The most significant clients: Serbian Armed Forces, Electric Power Industry of Serbia – Kolubara and Kostolac, Ministry of Interior of the Republic of Serbia, JUBMES banka, Bulgarian Ministry of Interior, Montenegrin Electric Enterprise, Montenegrin Armed Forces, Armed Forces of the Republic of Srpska, Srbijagas, RTRS, Clinical Centre 'Dragiša Mišović', Clinical Centre of Serbia, Zepter (Uniq) Insurance through direct and indirect sales channels.

April 1998 - April 2001 AD Telefonija (system integrator and Internet provider)

Commercial Director, Sales Engineer

I was one of the originators of developing distribution and implementation of solutions in business communications. This period is marked by first experiences with the Internet, wireless technology, voice and data transfer over the Internet. One characteristic solution

was applied in Delyug (now Nestle), a company producing and selling ice cream.

October 1990 - April 1998 EI Pupin GTE (GT Communications, Galeb GTE)

Sales Engineer, Head of Technical Preparation, Production Planner

I was responsible for the plan of procuring production material, enforcing plan for producing and delivering home telephone systems OMNI. My last task was sales of Ericsson ISDN telephone systems.

October 1988 - October 1990 Worked in the field of energetics and education