

# Antonio Gonzalo Vaca

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## Experience

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- 06/16 - present **Founder / CEO**  
No Interface Ltd.
- In a world increasingly surrounded with screens, I run day-to-day ops in a tech startup whose purpose is to improve interaction with everyday objects, making them simpler but smarter.
- 03/16 - present **Co-Founder / Organizer**  
Ethereum Madrid (Blockchain Think tank)
- Non-profit group to discuss and share knowledge/experience in Blockchain through public meet-ups, breakfast talks and training workshops. Currently formed by members with diverse backgrounds: from legal, philosophical or big data science to forefront software developers.
- 10/13 - present **Global Business Development Manager for Internet of Things**  
Telefonica Digital S.L.U., Spain.
- Responsible of driving new sources of revenues through innovative business models.
  - Develop best in class relationships in the IOT ecosystem, channel management.
  - Industrial IOT product portfolio management, matching market needs with technology.
- 04/12 - 09/13 **Global M2M Product Marketing Manager**  
Telefonica Digital S.L.U., Spain.
- Go-to-market product definition, communication and creative approach to market.
  - Lead partner selection and engagement, developing structured business relationships.
  - Lead OB engagement, set-up commercial structure, pricing strategies, pre-sales, etc.
- 12/09 - 03/12 **Product Manager for Roaming Services**  
Telefonica Móviles, Spain.
- Product planning, develop and launch of wholesale roaming services.
  - Support Business Dev. for increase in revenue. Projected annual revenues around 1M€.
- 12/07 – 12/09 **Network Strategy Engineer**  
Telefonica Móviles, Spain
- Lead teams and projects for planning, integration and validation of mobile radio stations.
- 04/05 – 10/05 **Business Development Assistant at Telefonica Móviles**  
Accenture Technology Solutions, Spain
- Assistant analyst for Telefonica Móviles' Key Accounts across Europe.
  - Answer of RFIs, RFQs & RFPs for international key accounts for the FreeMove alliance.

## Education

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- 2011 – 2012 **ESADE Business School.** Madrid/Barcelona, Spain - Atlanta, EEUU.  
Master in Marketing and Sales Management.  
International residence at Goizueta Business School, Emory University, Atlanta.
- 2005 – 2008 **Universidad Politécnica.** Madrid, Spain.  
Master of Engineering, Telecommunications.  
Major in Communications and Technology Management – with honors.
- 2005 – 2006 **ENSEEIH - Institut National Polytechnique.** Toulouse, France.  
One year under international exchange program.
- 1998 – 2003 **Universidad Politécnica.** Madrid, Spain  
Bachelor of Engineering, Telecommunications.

## Additional details

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Languages: English (Bilingual Proficiency), French (Working Proficiency), Czech (Beginner), Spanish.

