

Antonio Gonzalo Vaca

Claudio Coello 48, 1D
28001 Madrid

+34 686.594.380
antonio.gonzalovaca@gmail.com



Experience

- 06/16 - present Founder**
No Interface Ltd.
 - Leading a group of UX/UI designers, developers and engineers, who decided to join forces to create a new sort of Internet of Things products: kind, simple and delightful.
- 03/16 - present Co-Founder**
Ethereum Madrid
 - Non-profit Blockchain think tank, conducting meet-ups, courses, workshops and hackathons for blockchain divulgation.
- 10/13 - 05/17 Global Business & Product Manager for Internet of Things**
Telefonica Digital S.L.U., Spain.
 - Responsible of driving sources of revenues for Telefonica's R+D products.
 - Portfolio management and R+D product development.
 - Develop best in class relationships in the ecosystem, OB's channel management.
- 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, engagement, and develop structured business relationships.
 - Lead OB engagement, set-up commercial structure, pricing strategies, pre-sales, etc.
- 12/07 - 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 1M€.
- 04/05 - 10/05 Business Development Assistant at Telefonica Móviles**
Accenture Technology Solutions, Spain
 - Assistant analyst for Telefonica Key Accounts across Europe.
 - Answer of RFIs, RFQs & RFPs for global key accounts for the FreeMove alliance.

Education

- 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.
- 1998 - 2003 Universidad Politécnica. Madrid, Spain**
Bachelor of Engineering, Telecommunications.

Additional details

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