

Denis Kiselev

Personal Data

Birth Date: 10.02.1978
Nationality: Russian
Mobile: +79035251197
Email: denis-kslv@yandex.ru

Project Experience

Digital Services area:

Mobile Operator's BSS stack modernization — business/technical capabilities design, End-to-End Sequence Diagram development.
Location Based Services for Government and Commercial (lawful interception, analytics, monetization). Sales support, delivery.
Service Orchestration/Network Slicing. Sales support
Ericsson D-BSS (Digital BSS) solution. Mediation, Fraud Management, Statistics and Reporting related requirements analysis. Test plan (test cases) preparation to support integration/acceptance testing.
(Current private project — web tool for math tutors, nbml.ru)

M2M / IoT area:

Ericsson M2M/IoT (Machine-to-Machine, Internet of Things) platforms deployment in Russia. Sales support and Delivery support with close engagement with customer.
Ericsson M2M/IoT platforms. RFI/RFQ answers preparation. Datacenter selection (tender).
(In the past — private project “Smart Home”, application for interaction with controllers managing home sockets, switches, etc.).

TV and Media area:

IPTV demo/trial/commercial tenders. Sales support. Delivery.
Mobile TV demo and commercial systems. Sales support., Delivery,

IP Networks area:

Network independent (mobile/fixed) Intelligent Proxy platform for traffic (HTTP/HTTPS, web/video) Optimization and Adaptation. Sales support., Proof of Concepts, Delivery, Customization/Adaptation Management.

Messaging:

Multimedia Messaging centers, “Message In One” platforms (SMS, MMS, Voice-Mail, etc.). Pre-sales, Delivery. Customization/Adaptation Management.

3G services:

Video services (Me-on-TV, quiz, video chat, etc.) based on 3G video calls. Demo, trials.
Video IVR.

Fault & Performance Management:

Alarm monitoring systems, Business Intelligence (statistic) systems. Pre-sales, trials,
delivery, customization/adaptation management.

Career History

17.05.2023 – current time: **Lead Solution Architect** at Beeline (VK-IT)

Solution design in IT environment of mobile operator.

01.01.2009 – 30.09.2022: **Solution Architect** at Ericsson

I've worked in conjunction with the Sales, Development, Legal, Sourcing, Logistics, Project Office, Service Delivery and other related teams, as well as with Ericsson's partners. My main task was to prepare, design (pre-sale stage) and deliver (deployment stage) the appropriate solution offers for the customer. Customer requirements and feedback analysis, Presentations and Negotiations in collaboration with the Sales Team were the parts of my responsibility.

01.10.2005 – 31.12.2008: **Solution Integration Engineer** at Ericsson

I work with different Multimedia solutions for EECA (Eastern Europe and Central Asia) mobile operators. I provide a consultative technical assistance for the sales team on pre-sales stage and integration competence on delivery stage.

01.10.2003 – 30.09.2005: **Network Support Engineer** at Ericsson

I provide Ericsson customers with 1st line support of Ericsson Multimedia solutions: Multimedia Messaging Centers, WAP gateways, Mobile Positioning Centers, etc.

01.11.2001 – 30.04.2003: **Quality Assurance Test Engineer** at MCST

I make a quality assurance analysis for language (C/C++) and binary compilers for microprocessor designed by Moscow Center of SPARC Technologies (MCST).

Key Skills

Human:

Listening skills

Time Management skills

Requirement Management skills

Consulting skills

Presentation skills

Technologies:

BSS, Geo Positioning (LBS), Network Slicing, IoT, M2M, TCP optimization, IPTV, Value Added Services (VAS), Content Protection (categorization/antivirus), Mobile Advertisement, Content Adaptation.

Education

1995 – 2000: Moscow State University, Mechanical and Mathematical department
Bachelor's degree of science, Mathematician

2000 – 2003: Moscow State University, Mechanical and Mathematical department
Post-graduate studies in the Public Key Cryptography area

2005: Presentation Skills

2006: Business Intelligence with Business Objects

2007: Time Management

2008: eTOM Distilled & eTOM implementers' workshop

2015: Advanced Consulting Skills

2018: Online Trainings (edX):

- "Introduction to DevOps: Transforming and Improving Operations"
- "Python for Data Science"
- "Machine Learning for Data Science and Analytics"
- "TUMx: SEECx Software Engineering Essentials"
- "LFS170x - Blockchain: Understanding Its Uses and Implications"
- "BerkeleyX: CS198.2x Blockchain Technology"

2019: Online Trainings (edX):

- "Introduction to Cloud Infrastructure Technologies"

Languages

Russian: Native language

English: Conversation and Writing

Interests & Activities

Family, bicycle, traveling, creative experiments (sometimes).