

LI CHUNLING

WORKING EXPERIENCE AND OCCUPATION(S) DURING THE PAST 10 YEARS

Oct. 2006 --- Feb.2010

Siemens/NSN

In April 2007, Siemens and Nokia were merged to be Nokia Siemens Networks (NSN). In NSN, I had been entitled with:

- ⇒ Head of NGM Business Excellence
 - R&D process and quality management
 - Customer technical support from R&D
- ⇒ Business Operation for ON Global Sales
 - Sales planning and operations
 - Running sales projects

Feb. 2013--- Dec.2015

Coriant Networks

In Feb.2013, the Optical Networks business line was spun off from NSN and became Coriant Networks. In Coriant Networks, I had been entitled with:

- ⇒ Key Account Director: China Telecom and Sinoix:
 - Develop relationship with China Telecom Headquarter
 - Renew and maintain Care Contracts for China Telecom with provincial branches
 - Develop Sinoix opportunity, keep customer relationship, push forward current projects and develop new opportunities