

# Roberto Kepler Fanini

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## Membership Director

Roberto has a diverse background with work experience in the Finance, Construction, and Telecommunications/IT industries. He has dedicated thirteen years in the Telecom/IT Industry and being invited as a guest speaker in several occasions such as: Wireless Internet Forum, 2nd Annual Latin America Conference, Telecommunications Conference by North Dallas Chamber of Commerce, and other International events as well.

Roberto has been serving Insight Enterprises in his position of Global Strategic Business Consultant as part of the Global Sales Strategy Software Team where he supports Global Accounts with their Global Strategy in delivering more revenue stream by: improving Sales Processes, License Reporting, Global Cross-Billing, Prospect Assessment, License Consultation, and Users Roundtable Events. Roberto Fanini also served T-Mobile in the position of Business Wireless Solutions Manager delivering Business-to-Business Voice and Data services for the Dallas/Fort Worth area. Roberto has delivered several solutions on GSM, GPRS and WIFI networks. During his time with T-Mobile has developed annual revenues of more than half million dollars in vertical segments.

Prior to this role, Fanini held positions at Ericsson as Solutions Director for Internet Applications to support the Americas. In this role, he was instrumental in introducing the Multimedia Services to the North America Operators such as AT&T and T-Mobile. Fanini also supported introduction in Brazil with the first live MMS system, Mexico and Central America.

Fanini also held Consulting positions of increasing responsibility working with Enterprises in the areas of Wireless Data, Mobile Commerce, ISPs applications, and Private Radio Systems, performing Business Development and International Marketing for Europe, Asia and Latin America.

Prior to joining Ericsson, Fanini held positions in Marketing Communications with Framatome Technologies, had International assignments in Brazil as a Finance Director of TV Station & Channel 13, founded his own company Fanini-Architecture and Construction, and served in many positions at the Federal Bank of Brazil.

Fanini holds an MBA from Lynchburg College, and a B.S. in Marketing from Liberty University, Virginia. He also has a B.A. in Architecture from the Federal University of Rio de Janeiro, and post-graduate Degree from Fundacao Getulio Vargas in Rio de Janeiro & Brazil.

Fanini started supporting NTGTS in 1999 as part of the Professional Development Committee, and has been working as a Director of Membership since 2003.