

Name	VALENTIN EDER	
Expertise		
Business development, project and product sales, project management, product line management, marketing, communication, portfolio management		
Education		
2006	Personal Coach	
2005	Leadership Training	
2004	Web Content Management System	
2002	Winning Complex Sales	
1981	Woodworking engineer	
Experience		
<ul style="list-style-type: none"> • 10 years in <u>Siemens Space Business</u> and Energy responsible for business development, sales and product line management • <i>Strategy, Business Development, Marketing, Communication and Project Sales</i>, in the role of the head-quarter-responsibility worldwide for commercial customers and for <u>satellite networks</u> and earth observation within the Siemens group, their projects and for NokiaSiemensNetworks. • Account Management Satellite operator / Satellite network operator • Product Line Management Next Generation Mobile Satellite System (<u>NGM Satsys</u>) and satellite carrier monitoring systems • Public relations incl. WEB, promotion events (e.g. trade shows and workshops) and Portfolio management 		
Relevant Projects Overview		
<ul style="list-style-type: none"> • Space-related project experience around the world as Expert and Systems Engineer (Please refer to project list on next page) • Experience ESA ARTES research program execution and definition • Knowledge of Satellite Network Management applications markets • Speaker at <u>Futurecom Brazil</u> 2007 Florianopolis Brazil • Speaker at <u>Wifi and space communication</u> 2009 Athens 		
Selected Projects		
Project	Country	Participation / Role
ELU (EasyLineUp) for Hughes	Brazil	Architect, Technical and sales
ELU for Juch-Tech	Canada	Architect, Technical and sales
OEM for ELU iDirect	US	Architect and sales
Interference Localization System for Spacecom	Israel	Architect and sales
OEM for ELU ViaSat	US	Architect and sales
CMS (Carrier monitoring system) for Spacecom	Israel	Architect, Technical and sales
CMS for Israel Airforce Industries	Israel	Architect, Technical and sales
CMS for Ayecka	Israel	Technical and sales
ELU for Sky-Vision	Israel	Architect, Technical and sales

CMS and ILS for Redue center of excellence for interference	Belgium	Sales
Design and Development of Geo-information portal of Niederösterreich	Austria	Architect
Spatial Observation Services and Infrastructure ESA ESRIN	Italy	Sales
Training for Eutelsat	France	Sales
Wide band DSP for Eutelsat	France	Sales
ELU for ND Satcom	Germany	Technical and sales
CMS for Hispasat	Spain	Technical and sales
CMS for Horizon with maintenance	Bahrain	Technical and sales
CMS for Saudi Inteltec VSAT Division / Riyadh	Saudi Arabia	Technical and sales
CMS for BBC	UK	Technical and sales
CMS for Avanti	UK	Architect, Technical and sales
CMS for Arsat	Argentina	Sales
CMS for Sky-Vision	Israel	Technical and sales
ELU for Dory	Greece	Architect, Technical and sales
CMS for Telekom Austria with maintenance	Austria	Sales
CMS maintenance Eutelsat	France	Sales
ELU/Monitoring PGMU Broadband NokiaSiemensNetworks	Brazil	Technical and sales
CMS ARQIVA	UK	Technical and sales
Design and Development of Interference Monitor System for GNSS Reference Stations ESA ESTEC	Netherlands	Sales
NGM Satsys development first stage	Netherlands	Product management and Sales
NGM Satsys development second stage	Netherlands	Sales
CMS for DRS	US	Technical and sales
Papers + Publications + Lectures		
<ul style="list-style-type: none"> • ESA "ARTES 5" Study IMS@Satcom (2009) • Austrian Space Application Program: Mashed Communication over Satellite (2006-2008) • Business Case on Satellite Interference Localization Applications market and VSAT Market • Contributed to Policy ESA 'ARTES 5' 2006 (IMS over Satellite), ARTES 1 (New applications for Satellite communication) 2009 • Design of airborne remote sensing and earth observation data dissemination portal for an Austrian Province 2008 		