

# BENCE SERESS

Development Team Lead | R&D Manager | Solution Architect | IoT, 5G, IT, Telco, Data

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## SUMMARY

With significant experience in product development and R&D, I have led the creation of innovative solutions in 5G, IoT, Networking, Telecommunication and Smart City domains. As a solution development manager and leader, I have coached and mentored teams, identified new business opportunities, and managed R&D budget and project portfolio. My expertise includes technical product management, technical presales, partner management and system integration, delivering impactful results and driving business growth.

## STRENGTHS

### System Integration

Planning and understanding complex systems and platforms, including software architecture, hardware development. Creating high-level design of integrated products and services.

### Product Management

Leading complex product development projects, managing cross-functional teams including architects, engineers and developers. Management of subcontractors, industrial partners and international partners.

### Telecommunication technologies

Deep knowledge in mobile communication technologies, IoT communication and platforms, and 5G campus solutions. Worked in technical presales for managed data and voice services, like Leased Line, VoIP and other L2/L3 services.

### Communication, management

Liaising and negotiating with international and domestic partners and clients in English and Hungarian. Leading and mentoring teams of 5-10 engineers and architects.

## KEY ACHIEVEMENTS



### Campus 5G

Built up 5G private network competence center in Vodafone Hungary and became market leader.



### Research and Development

I promoted and implemented innovation initiatives across Vodafone's business technology domain.



### Smart City

I was a founder of T-Systems' Smart City concept with technological solutions and services.



### Top talent

Awarded as Top Performer and Top Talent in 5 consecutive years in Vodafone.



### Foster talents

Supported events and STEM courses promoting technology for young students and faculty.

## SKILLS

### Technical competencies

5G, IoT, SatCom, Networking, Voice and mobile, Product Development, Service Management, SW Platform architecture, SaaS, Agentic AI

Certifications: ITIL Foundations, SAFe, Fundamentals of AI Agents (HuggingFace), Driving licence B

### Soft-skills

Strategic Thinking, Motivation and Inspiration, Communication, Project Management, Partner Management, Team Coordination, Adaptability, Transparency

## LANGUAGES

English

Proficient

German

Intermediate

Hungarian

Native

## EXPERIENCE

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### Development Team Lead, R&D Manager in Business Technology

#### Vodafone / One - B2B Technology

📅 2019 - 2025 📍 Hungary

- Led teams of 5-10 chief architects, architects and engineers to **deliver innovative solutions**, enhancing project efficiency, in the field of Telecommunication, 5G private networks, IoT, Industry 4.0 and bespoke software developments
- Technical owner of product innovation, responsible for new **service and product developments** and technical lifecycle of existing portfolio
- Identifying new business opportunities on C-Level customer meetings, maintaining **complex projects** for industrial and governmental customers like BYD, Foxconn, Bosch, KUKA, East-West Gate, MTÜ, DKÜ (MRR >50k EUR, NRR >5m EUR)
- Maintaining B2B Technology project portfolio, owner of B2B R&D budget (~250k EUR/year)
- **Managed partners** and vendors from different **industries and universities**, evaluated if technical solutions fit in corporate strategy
- Coaching and **mentoring the team** to ensure efficiency and engagement, represents the team and the projects inside and outside the organisation
- I represented B2B technology in several **national and international forums**, like HTE, MWC EU and Shanghai, and other vendor and industrial conferences

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### Technical Product Manager & Product Architect

#### Vodafone B2B Technology

📅 2016 - 2019 📍 Hungary

- As Product Manager and Product Owner I managed the e2e technical lifecycle of B2B products and services, ensuring continuous operability and **service excellence** (sell-build-run)
- Identified and executed initiatives for product simplification, revitalization, or retirement. Led budget planning and **managed the approval process** for associated transformation projects
- Interfaced with enterprise customers to gather business requirements and translate them into High-Level Designs (HLD) for Unified Communications, IoT, and IT solutions
- As an architect delivered implementation of customer solutions on Vodafone's Unified Communication platform. **Prepared technical proposals** and consolidated cost estimates to support pre-sales activities. RFP/RFQ, Public procurements

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### Presales Architect

#### NET'54 Kft

📅 2015 - 2016 📍 Hungary

- Presales technical consultation and technical design for virtual and physical PBX systems, voice services and networking scope, Avaya, Oracle, NICE presales, APSS, APDS certification
- Increased project success rate by leading preparation, enhancing strategy, and optimizing lead generation

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### Strategic Presales Manager

#### T-Systems / Telekom

📅 2010 - 2015 📍 Hungary

- Created technical architecture for strategic projects in presales phase in the area of Smart Cities, Intelligent Transport Systems and IoT
- Translated customer requirements into detailed technical specifications, ensuring alignment with key stakeholders
- Subcontractor negotiations, partner relations, preparing requirements specification
- Technical support during public procurement procedures

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## EDUCATION

### Master of Science in Telecommunication (M.Sc.)

#### Budapest University of Technology and Economics (BME)

📅 2004 - 2010 📍 Budapest, Hungary

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### Engineering

#### Buskerud University College (HiBu)

📅 2008 - 2009 📍 Norway

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## INTERESTS

