

# BENCE SERESS

Development Team Lead | Architect Lead | R&D in Telco and IT

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📍 Budapest, Hungary



## SUMMARY

With over 15 years of experience in telecom and IT, I have spearheaded the development of innovative solutions in 5G, IoT, Networking and Smart City domains. As a leader, I have coached and mentored teams, identified new business opportunities, and managed R&D budget. My expertise includes technical product management, strategic presales, and system integration, delivering impactful results and driving business growth.

## EXPERIENCE

### Development Team Lead & Design Team Manager

#### Vodafone - 4iG/One B2B Technology

📅 05/2019 - 08/2025 📍 Hungary

- Led teams of 5-10 chief architects, architects and engineers to deliver innovative solutions, enhancing project efficiency, in the field of 5G private networks, IoT and bespoke software developments
- Technical owner of business product portfolio (IoT, Smart City, 5G to Business, Industry 4.0, converged voice, etc.), 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 Robotics, East-West Gate, MTÜ, DKÜ (MRR >50k EUR, NRR >5m EUR)
- Maintaining VF Business Technology non-customer project portfolio, owner of B2B R&D budget (~250k EUR/year)
- As interim Design Team Manager, I led a team of Presales Architects for 2 years, responsible for the technical architecture of complex managed data services
- 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

### Technical Product Manager & Technical Architect

#### Vodafone B2B Technology

📅 10/2016 - 05/2019 📍 Hungary

- Managed the end-to-end 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

### Presales Architect

#### NET'54 Kft

📅 09/2015 - 10/2016 📍 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

### Strategic Presales Manager

#### T-Systems / Telekom

📅 01/2010 - 09/2015 📍 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

## KEY ACHIEVEMENTS



### Campus 5G

Built up B2B 5G private network competence center in Vodafone Hungary and became market leader in 1 year.



### Technical Product Management

Introduced the TPM function in Vodafone, which increased development efficiency.



### 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



### Foster talents

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

## EDUCATION

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

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

📅 09/2004 - 01/2010 📍 Budapest, Hungary

### Computer Engineering

#### Buskerud University College (HiBu)

📅 12/2008 - 07/2009 📍 Norway

## LANGUAGES

### English

Proficient

### German

Intermediate

### Hungarian

Native

## SKILLS

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

Strategic Thinking, Motivation and Inspiration, Communication, Decision-Making, Transparency

ITIL Foundations, Driving licence B

## INTERESTS



### Space technology and Astronomy



### Cycling and hiking



### Music, playing the Saxophone