John P. Tengstrom

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Mobile Applications Executive

President & Founder • Regional Manager • Business Solutions Manager
Cutting Edge Technology Master • Creative Designer of Products and Services

Entrepreneurial-minded executive possessing 19 year's international and domestic business experience acquired in fast-paced, multi-cultural environments and those demanding strong collaborative, consultative and interpersonal skills. Naturally inquisitive and detail-oriented. Thriving in environments where idea generation is valued. Aptitude for quickly mastering and implementing technological change. Efficient and resourceful compliment to a forward thinking team dedicated to wireless, product design, and profitable customer impact.

Qualifications Summary

**Project & Product Management • Analytical & Problem Solving • LOB App Deployment
Individual Contributor • Presentation & Communication • Product Conceptualization
Strategic Alliance • Startups • Effective Multi-tasking • Client Relationship Management**

Career Highlights

• Founded three companies, two Startup, granted two design patents, and created numerous products for past employers resulting in millions of dollars in revenue.
• Successfully performed intercepts for the Federal Bureau of Investigation CALEA test team that today are used as countermeasures within Homeland Security.
• Increased Midwest Industrial Supply, Inc.'s export market 18% through trade-shows, promotions and new customer acquisitions utilizing services offered and tailored by New World Target's Oy.
 • Created and managed three instantly successful monthly business journals for Statistics Finland which became self-financing during the second year of publication.

Professional Accomplishments

Complete employment history available at: http://www.tengstrom.us/index_files/Page312.htm

Taganize, Startup - Helsinki, Finland   2010 to Present
Founder
Recently launched a NFC based technology startup adopting "The Lean Startup" methodology for building successful products. Currently in stealth mode, Taganize is building product concepts and gaining momentum. We are discriminately soliciting Angels and Venture Capitalists interested in learning about our vision.
• **Startup & Growth Strategy.** Formed a focus group consisting of university students from various technology disciplines and conducted an analysis that developed a preliminary hypothesis on what businesses and individuals need in order to get started with NFC. Findings were put into motion by creating a business model canvas, building a cloud based product, and beta testing it through pilot projects. Newly formed hypotheses based on customer feedback are then measured as new versions of the software are released.

I Live Wireless, Inc. - Lake Worth, FL   2004 to 2010
President & Founder
Established a privately owned technology company specialized in delivering LBS and M2M solutions. Custom tailored products through consultation, learning the customers business model, and conceptualizations; resulting in uniquely crafted solutions that solved problems and provided a positive ROI.
• **Technology Upgrade.** Integrated a cutting-edge dual purpose LBS/M2M solution for United States Sugar Corporation enabling its production facility to better monitor 180,000+ acres, diesel and electrically powered pump stations, and an elaborate canal system. Upgrading the legacy infrastructure reduced fines from spills, pump station failures, and emergency shutdowns of production facilities.
• **Cost Reductions & Improved Employee Productivity.** Customers reported savings by as much as 40% resulting in lower labor costs and 50% increased productivity upon implementation of our products.
• **Technology Implementation.** Consulted SWFWMD with wireless technology options available for monitoring a vintage World War II submarine engine used at one of their pump stations.

Cingular Wireless - Manassas, VA   2003 to 2004
Regional Manager, Wireless Data Services
Implemented a self-designed training program that taught 12 sales associates exactly how to sell wireless data products and successfully position them amongst corporate customers. This hands-on approach used real life examples from customer engagements, shortened the learning curve, enhanced our creditability, and promoted us as entrusted advisors that saved companies time and money.
• **Revenue & Market Demand.** Exceeded wireless data quota 184%, voice indirectly 47%, and market demand 32% by strategically pursuing untapped vertical markets and creatively applying Cingular's product portfolio.
• **Technology Training.** Executed on a curriculum that taught sales associates how data products are positioned and sold. My hands on approach to the learning process increased sales across the board.
• **Company Awards and Recognition.**
  – Cingular "Top Gun" award for consistently exceeding sales goals.
  – Constantly recognized during performance reviews and team meetings for exemplary professionalism, sales performance and customer satisfaction.

AT&T Wireless Services - Sterling, VA   2002 to 2002
Regional Product Manager
In charge of the day-to-day support of sales executives providing ongoing mentoring and self-designed sales training based upon real-life examples from the customers we served. Initiatives promoted a situation where account executives understood the needs of their client better than the customer, turning them into entrusted advisors that saved companies time and money. Sales revenue increased 20% during my first quarter.
• **Subject Matter Expert.** Actively participated in AT&T's network conversion from TDMA to GSM. Provided industry expertise regarding network faults, troubleshooting, handset functionality, and coverage area related issues.

Motorola – Fort Worth, TX   1999 to 2000
Business Solutions Manager
Turned around and revamped the process in which mobile products were presented by scrapping outdated formalities and building upon a new platform with bold ideas actively including participation from cross functional teams. Designed and delivered all customer visualization used during engagements including product proof-of-concepts and presentations. During the first 4 months $2.3 billion in business resulted in Motorola's favor with the very first customer introductions taking place in the demonstration theaters I managed.
• **Alliances & Partnerships.** Formed internal alliances with product groups to ensure the delivery of the most current technology Motorola had to offer. Partnerships with third parties increased the number of mobile apps we demonstrated while enhancing customer presentations and the portfolio of devices we maintained.
• **Support & Consultation.** Delivered customer presentations internationally and provided expert knowledge on products & services. Consulted foreign offices to determine local market and support needs.
• **Center of Excellence Startup.** Led a bilateral team launch of the "Motorola Center of Excellence" in Fort Worth, TX followed by San Jose, CA. Objectives included building GSM/CDMA base stations, creating mobile apps, procurement of devices and hardware, managing personnel. Task completed under budget.
• **Company Awards and Recognition.**
- Awarded stock options based on performance and continuous success.

Education & Professional Training

M.Sc. In Economics and Business Administration, September 1994
University of Jyväskylä. Jyväskylä, Finland
Minor: Economic History, Education
Cingular Wireless-The Learning Edge • **AT&T**- Interactive Distance Learning • **Motorola**- Motorola University
Certificates of completion: Blackberry Certified Sales Associate, webMethods B2B Developer

Technical Capsule
Software: Linux-Ubuntu 18.04, LibreOffice, 2000, XP, 7, Microsoft Office, Inkscape, Gimp, Xara Xtreme
Cutting Edge: NFC, 5G, Cloud, LBS, Hacking, Amateur Radio **General Class Operator**
Wireless: RAN's, Wireless Network Architectures, Mobile Commerce, Mobile O/S's
High-Tech Machinery: Epilog Legend 36EXT, Ultimaker 3D Printer