



PROFILE

Interested in technology and how we can use it to our benefit. I'm building the bridge between user requirements and technology capabilities. Listening to customers and their ideas I create a solution that fits their needs.

CONTACT

PHONE:
+41 79 473 9258

LINKEDIN:
<https://www.linkedin.com/in/rgischig/>

EMAIL:
roman@gischig.com

ADDRESS:
Hackenbergweg 23
CH-8307 Effretikon
Switzerland

PERSONAL

Swiss citizen
Birthday 12.12.1973
Driving license

ACTIVITIES AND INTERESTS

Family
Photography
Drones
Snowboarding
Travel
Technology

ROMAN GISCHIG

WORK EXPERIENCE

Presales Technical Solutions Architect– Collaboration Cisco Systems GmbH, Wallisellen, Switzerland 2010–Present

As Technical Solutions Architect in the Swiss Collaboration sales team, I'm responsible supporting and selling the Cisco collaboration portfolio to our customers. My customers range from Swiss Universities, Mid-Sized KMU to the Fortune 500. When working in all verticals, each customer and his needs are different. Is it going to be the new Webex-Teams Cloud solution or the more traditional on premise solution depends on listening carefully to the customer and understanding his requirements. Being active in the Cisco collaboration space since 2002 in various roles, I have a strong and deep understanding of the Cisco collaboration portfolio.

- Collaboration Solutions Architect
- Responsible to carry the 60m\$/Year team goal
- Driving cloud migrations
- Educate partners
- Long time trusted advisor to our customers and partners

Sabbatical – Traveled around the World with my Family Mid 2019 – mid 2020

I've taken a one year sabbatical from work to travel around the world with my family. The two girls age 3 and 6 my wife and myself visited Iceland, Alaska, Canada, the US west coast, Hawaii, New Zealand and Tasmania. A great experience to see the world differently.

EDUCATION

2000 – 2020

Working at Cisco and receiving ongoing trainings on products and solutions.
Participated in soft-skill trainings

1996 - 2000

Electronics engineering school FHBB - Fachhochschule (Basel)
Bachelor of Science in electronic engineering

KEY SKILLS AND CHARACTERISTICS

- Problem Solver
- Communicator
- Open and direct
- Out of the box thinking

ABOUT MYSELF

I am Roman Gischig, born 1973 in Basel Switzerland.

From a young age I was interested and fascinated by Technology. This started with LEGO, then RC cars and finally I got my first computer, the **Commodore 64**. I learned BASIC programming. Computers kept me fascinated over the years so I did an **apprenticeship as Electronics** at the Swiss Post (today **Swisscom**) where I learned how to work precise and under pressure.

To learn **English**, I was able to spend 8 months in Sunnyvale California supporting my Uncle at his startup, Bear Instruments (mass spectrometer development) while doing the **Cambridge First Certificate in San Francisco**. There I first got in contact with the Internet and the web, a whole new world. I've helped creating new websites, beefed up the PC's and built a local network with a central server so all PC's were able to communicate with each other and access the internet.

Back in Switzerland I went to the **Electronics engineering school FHBB** – Fachhochschule Beider Basel and did the **bachelor degrees in Electronics**. In March **2000** I began to work at **Cisco** in various roles which are described below.

I have a **family** and live in **Effretikon**, near Zürich. To find my balance I am doing Ju-Jitsu at the WLZ, go hiking and snowboarding in the mountains. A big part of my interest is in **photography** and taking videos with my drone.

Hobbies

- ☒ Traveling
- ☒ Landscape Photography (<http://www.gischig.com>)
- ☒ My Family, married and two girls
- ☒ Snowboarding
- ☒ Ju-Jitsu
- ☒ 2013-2019 President of the Judo und Ju-Jitsu Club Weisse Löwen Zürich (<http://www.wlz.ch>)

Languages

- ☒ German Mother tongue
- ☒ English Fluent in writing and speech
- ☒ French Beginner

PROFESSIONAL EXPERIENCE

2010-current

Cisco Systems Engineer for Collaboration in Switzerland

- ☒ Collaboration Architecture Systems Engineer
- ☒ Specialization in Video Conferencing Systems and Streaming
- ☒ Responsible for Partner training for Cisco UC Solutions
- ☒ Coordination and Implantation of Proof of Concepts at Customer Side
- ☒ Consulting role for enabling new communication processes and technologies at customers

I work as System Engineer in the Swiss Collaboration Sales team at Cisco Systems GmbH in Switzerland. My focus is on customers who take the journey with Cisco Collaboration, solving technical problems as well as getting the right licensing behind the solution. My current customer segment starts in the mid-sized Swiss companies to global accounts. I enjoy the variety of challenges being brought up to me by my customers. Designing a global large-scale collaboration solution together with the customer and partner is part of my role. Along such a journey I have to keep the customer requirements in focus and advise them wisely. Keeping technical and business aspects of the requirements in mind, I seek out to the right people within Cisco to make the right decision.

My passion is with the Cisco Telepresence, where I have deep knowledge in. Starting at the technical levels all the way to the social aspects of video adoption.

Supporting and educating the Swiss Cisco Collaboration partners is also an important part of my role.

2007-2010

Network consultant engineer in the EMEA UC/Video Practices

With the appearance of immersive video conferencing, known as Telepresence, Cisco needed people who understood the network and the collaboration technology. I was deploying these wonderful systems at many executive offices around EMEA. Further we toughed our partners how to build and integrate these Telepresence systems at our customers. An important part of our role was to give direct feedback into the Cisco business units to further develop customer requirements.

- ⌘ *Deployment for Cisco Telepresence (CTS-3000) across EMEA for global customers*
- ⌘ *Partner ramp-up for the Telepresence deployments*
- ⌘ *Lan and WAN QoS design*
- ⌘ *Room remediation support for acoustic, lighting & cooling*
- ⌘ *3D visualization for high end Video Rooms*

2005-2007

Network Optimization Support engineer in the Swiss Advanced Services Team

- ⌘ Supporting global customers in software evaluation und solution design in the routing and switching domain
- ⌘ Solution testing for Routing and Switching
- ⌘ Cisco ISR and Cisco Catalyst 6500
- ⌘ Network assessments

2005-2006

Network consultant engineering the Swiss Advanced Services Team

- ⌘ Delivering network solutions
- ⌘ Routing and Switching design
- ⌘ Design and build Swiss wide ADSL-Access solution
- ⌘ QoS design and implementation

2002-2005

AVVID TAC (Architecture for Voice, Video and Integrated Data) engineer in the Brussels worldwide Cisco TAC

- ⌘ Cisco voice gateways
- ⌘ Cisco IP phones and ATA's

2000-2002

Network consultant engineer in the Cisco Professional Services EMEA Team

- ⌘ Global MPLS network design based on the Cisco GSR platform
- ⌘ BGP and OSPF routing design for the MPLS networks

2000

Joined Cisco for the "Bootcamp"

20 Weeks of training about most Cisco technologies

1996-2000

Electronics engineering school FHBB - Fachhochschule Beider-Basel

- ⌘ Dipl. El. Ing. HTL

CERTIFICATIONS & TRAININGS

2010-2017

- ⌘ Attended multiple Cisco Live events at the Collaboration booth as speaker
- ⌘ Attended the yearly Cisco Systems Engineer Virtual Team meeting (one-week training from the Cisco Business Unit in California)
- ⌘ Various internal updates and trainings on the Cisco collaboration portfolio

2005

Cisco Certified Network Associate (CCNA)

2002

Building Scalable Cisco Internetworks (Exam 640-900)

1996

Cambridge First Certificate - St. Giles Englisch school in San Francisco

More details can be found on my Website:

<https://gischig.com/roman-gischig/curriculum-vitae/>



Cisco Systems (Switzerland) GmbH
Richtistrasse 7
8304 Wallisellen

Tel. +41 (44) 878 92 00
Fax. +41 (44) 878 92 92

Interim reference

Mr. Roman Gischig has been working for our company since 07.08.2000. He was first employed as Engineer Customer Support Customer Advocacy. Mr. Gischig currently works as Systems Engineer Sales. The remit of Mr. Gischig comprises the following tasks:

- Thorough understanding and deep dive into the Technical Architecture of collaboration solutions.
- Work closely with the account and sales team to provide pre-sales and deep technical inputs into different business sectors.
- High level solution design for collaboration architecture.
- Prepare model RFP's and response to customer RFP's.
- Prepare bill of material for collaboration solution for large deployments so as to ensure that the customer needs and the solution confirms to all technicalities.
- Conduct training for Partners for technical solutions and collaboration verticals.
- Conduct technical workshop for customers and also for internal teams.
- Liaison with the business units and technical marketing engineer to understand products and technologies. Also provide feedback from the field.
- Understand competitor's offerings and provide inputs to the sales team on product positioning and differentiation.
- Be a solution provider and also represent Cisco on community forums and customer facing events.
- Handle post sales escalation and resolve the same by coordinating and working with all internal and external stake holders.
- Ensure customer satisfaction by working closely with customers and making recommendations and implementing the same.

Mr Gischig has excellent subject know-how which extends beyond his field of expertise and he exhibits above-average mastery of his work. Thanks to his good analytical skills, he understands difficult relationships, grasps the essentials and soon finds solutions to complex problems.

He is very reliable. He always exhibits the utmost care and attention in his work, thereby producing work of an above-average standard, both in terms of quality and quantity. Mr Gischig independently instigates measures within the limits of his powers and accepts responsibility for his actions.



Cisco Systems (Switzerland) GmbH
Richtstrasse 7
8304 Wallisellen

Tel. +41 (44) 878 92 00
Fax. +41 (44) 878 92 92

He is an employee who works well under pressure and manages to cope with a heavy workload. He successfully masters new situations at work. He shows a great deal of initiative and gives valuable input that leads to very good solutions.

In addition to his subject expertise, his line managers and colleagues appreciate his friendly and obliging nature and his contribution to good teamwork. Mr Gischtig is valued as a professional contact person internally as well as externally. Customers also give positive feedback on his performance and his conduct. His conduct towards line managers, customers and colleagues is impeccable.

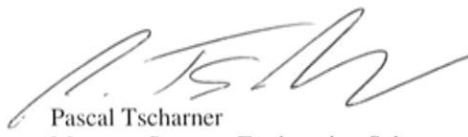
Mr Gischtig masters his area of responsibility and always carries out his work to our full satisfaction.

This interim reference has been drawn up owing to a change in Mr. Gischtig's line manager.

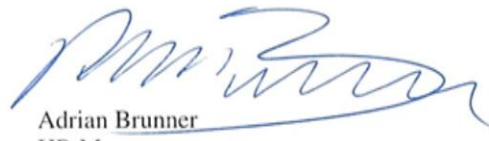
We would like to thank Mr Gischtig for his good services and look forward to continuing our good working relationship in the future.

Wallisellen, 16 March 2016

Cisco Systems (Switzerland) GmbH



Pascal Tschärner
Manager Systems Engineering Sales



Adrian Brunner
HR Manager