ROMAN GISCHIG

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

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 Hackenbergweg 23
 CH-8307 Effretikon
 Switzerland

PERSONAL

Swiss citizen
Birthday 12.12.1973
Driving license

ACTIVITIES AND INTERESTS

Family
Photography
Drones
Snowboarding
Travel
Technology

WORK EXPERIENCE

Presales Technical Solutions Architect – Video conferencing
 Pexip, Oslo, Norway (Home-Office, Effretikon)
2020–present
As Technical Solutions Architect in the Swiss Sales Team, my role as a SA is to support our customers and partners in selling and using the Pexip conferencing solution. Pexip's customer base ranges from Mid-Sized KMU to the Fortune 500. Each customer has different needs and requirements which need to be taken care of during the sales cycle. With my long experience in collaboration sales, I can guide the customer and partners to the right solution. Which needs to be technical as well as commercially viable.
Working in a small team from home, for our customers in the DACH region is challenging. With the help of our collaboration tools, we demonstrate how well technology helps bridging the physical distance. During my time at Pexip, I've expanded my technical knowledge beyond the Pexip solution to cloud services like Google and Azure and into Security.
Working in a fast changing and growing Team creates a lot of new opportunities to help shaping the way forward.

- Shape the Pexip Switzerland landscape
- Educate partners in the Pexip Solution
- Trusted advisor to our customers and partners

Presales Technical Solutions Architect– Collaboration
 Cisco Systems GmbH, Wallisellen, Switzerland
2010–2020
Technical Solutions Architect in the Swiss Collaboration sales team, Responsible for supporting and selling the Cisco collaboration portfolio to our customers.

EDUCATION

2020 – 2021
Pexip: Certified Technology Expert & Diagnostics
Microsoft Azure Fundamentals
MS-Teams cloud video interop knowledge

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)
Engineer in Electronics and Telecommunication - HTL

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 improve my **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 where 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 **HTL degree in Electronics**.

In March **2000** I begun 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

- My Family, married and two girls
- Traveling
- Landscape Photography (http://www.73views.com)
- Drone flying and aerial photography and videography
- Operating my own Linux server in my basement
- Writing my own blog about Techie-stuff
- Snowboarding & Ju-Jitsu
- 2013-2019 President of the Judo und Ju-Jitsu Club Weisse Löwen Zürich (http://www.wlz.ch)
- Traveled the world with my Family from mid-2019 until early 2020 (https://www.we-go.ch)

Languages

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

Technical product experience

- Pexip product portfolio: https://www.pexip.com/
- Cisco's collaboration portfolio: Link
- Microsoft Azure
- Google Cloud
- Microsoft Office, AD and Exchange (on-prem/cloud)
- Networking and Wireless experiance from Cisco

- Managing Linux and Windows systems
- Operating VMWare environments

- Video editing in Davinci Resolve
- Adobe Photoshop and Lightroom
- Blender 3D
- WordPress on Apache/Nginx

PROFESSIONAL EXPERIENCE

2020 -   **Solutions Architect at *Pexip, Oslo Norway***

- Pre-Sales Solutions architect in a small (today 4 Swiss employees) local team in Switzerland.
- Building and shaping the Swiss Sales Team together with the Sales Leader
- Promoting the Pexip solution to our customers and make sure the deployment and onboarding goes smooth.
- Demonstrate the value of the Pexip solution by highlighting the strength of the Pexip solution.
- Day two customers critical issues escalation support.
- Solution design for the Pexip portfolio. From the Pexip Infinity on premise solution, including customization and adoption to the customers workflow. Discussing security and deployment models with customers and partners are part of my role.
- Influence the product development by translating the customer requirements into product features.

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

- I've taken a one-year sabbatical from work to travel around the world with my family. The two girls aged 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.
- https://www.we-go.ch

2000-2020   **Cisco Systems**
2010-2021   ***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**, Höhere Technische Lehranstalt ([Wiki-Link](#))*
	Specialized in telecommunications

CERTIFICATIONS & TRAININGS

2010-2017	
	Attended multiple "***Cisco-Live***" events at the Collaboration booth as product specialist
	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
	Various Cisco Sales trainings

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

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Reference

We herewith confirm that Mr. Roman Gischig has been working since 07.08.2000 for Cisco Switzerland GmbH. During his 20 years tenure Mr. Gischig held various roles within Cisco and lastly worked as Pre-Sales Technical Solutions Architect Collaboration until 31.07.2020. The remit of Mr. Gischig comprised the following tasks:

- Thorough understanding and deep dive into the Technical Architecture of Cisco's and competitor's collaboration solutions.
- Work closely with the account and sales teams 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.
- Conduct training for partners for technical solutions and collaboration verticals.
- Conduct technical workshop for customers and for internal teams.
- Liaison with the business units and technical marketing engineer to understand products and technologies. Also provide feedback from the field.
- Be a solution provider and represent Cisco in 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.
- Worked and supported national and global customers.
- Expanded knowledge into cloud/SaaS services, like Cisco Webex.
- Has a good and sound understanding of Business relationships and market trends in the collaboration space

Mr. Gischig has excellent subject know-how which extends beyond his field of expertise and he exhibited above-average mastery of his work. Thanks to his analytical skills, he immediately grasped complex relationships and managed to find the right solution to complex problems. He worked with great care and accuracy, thus producing work of a good and professional standard.

He exhibited independence and was ready to take decisions. Thanks to his instinct for the key elements, he independently instigated the required measures within the limits of his powers and accepted full responsibility for his actions. Mr. Gischig was an employee who worked well under pressure and managed to cope with a heavy workload. He successfully mastered new situations at work.

CISCO

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Mr. Gischig showed a great deal of initiative and gave valuable input that led to very good solutions. In addition to his subject expertise, his line managers and colleagues appreciated his friendly and obliging nature and his contribution to good teamwork. He was valued as a professional contact person internally as well as externally. Customers also gave positive feedback on his performance and his conduct. His conduct towards line managers, customers and colleagues was impeccable. Mr. Gischig mastered his area of responsibility and carries out his work to our full satisfaction.

Mr. Gischig is leaving Cisco Systems (Switzerland) GmbH on his own accord. We would like to thank Mr Gischig for his good services. We wish him all the best and every success for the future, both professionally and personally.

Wallisellen, 07.08.2020

Cisco Systems (Switzerland) GmbH

Niema Nazemi
Head of Collaboration Central

Pascal Tscharner
Head of Major Enterprise Sales