



VEDRAN KOSALEC

PRESALES, PROJECT MGMT, TEAM LEAD • ZAGREB, CROATIA • +385913653263

DETAILS

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LINKS

[LinkedIn](#)

SKILLS

technical knowledge

communication

presentation

collaboration

customer-centric
approach

problem-solving

organizational skills

risk management

conflict resolution

decision-making

performance
management

leadership

budget management

negotiation

LANGUAGES

English

HOBBIES

running, basketball, boxing, cross-fit, volunteering and reading books

PROFILE

Currently I am mentoring new team members, having competencies for couple of products and solutions in the portfolio (OSS/BSS,UDM,Exposure), working in all 3 phases, presales, delivery and customer support as both, solution architect and system integrator depending on the current need. I enjoy delivering pitches, demonstrations and proof of concepts to our customers, answering on tenders and supporting our team in the deliveries and customer support. In parallel I am looking for option to move completely to presales, project management or team lead position to grow in any of these domains.

EMPLOYMENT HISTORY

Solution Architect, Senior Specialist at Ericsson Nikola Tesla

January 2022 — Present

- Providing presales support by reviewing proposed architectures, solutions, cost estimations and risks
- Using business intelligence and industry analysis materials to understand market trends, competition and identify new opportunities
- Preparing and delivering full product demonstration based on customer defined use cases
- Acting as business builder during traditional local technology days in company headquarters (June 2023, October 2023, June 2024)
- Being involved in tenders, RFIs and RFPs
- Analyzing customer's change requests and preparing multiple solution options with pros and cons
- Following up on events like MWC, DTW and OSS/BSS Summit to prepare briefings for sales teams
- Participation in internal program for increasing current sales
- Expanded technical knowledge by accepting responsibility for additional 2 products from the portfolio
- Playing with GenAI to increase efficiency in daily tasks
- Presenting company to students (May 2024)

Solution Architect, Senior at Ericsson Nikola Tesla

May 2020 — December 2021

- Clarifying customer requirements
- Analyzing, scoping, defining, designing and developing commercially viable technical solutions and offerings
- Working closely with Core 3 team (Solution Responsible, Project Manager, Account Manager) as domain SME on preparing sales funnel, identifying opportunities and making commercial proposals
- Supporting Project Managers by decomposition of technical solution structure into WBS and individual tasks that have correct duration and dependencies
- Driving knowledge sharing, assets reuse and collaboration in the team locally and globally

Solution Architect, Middle at Ericsson Nikola Tesla

August 2017 — April 2020

- Creating design documents like requirements specifications, solution descriptions, high level designs, low level designs, IP designs and test object lists
- Preparing and delivering trainings and workshops, internally to team members and externally to customers

- Involved in providing cost estimations based on the delivery scope
- Started to mentor and coach new team members
- Expanded technical knowledge by accepting responsibility for additional product from the portfolio.

Integration Engineer, Middle at Ericsson Nikola Tesla

August 2016 — July 2017

- Performing root cause analysis and providing feedback to R&D teams
- Analyzing customer technology and business requirements to provide summary to colleagues Consultants
- Acting as subject matter expert in presales activities supporting Sales in answering on tenders and creating winning business proposals based on presentations, demonstrations, statements of work, solution descriptions and risk analysis
- Developing, preparing and delivering PoC to the customers

Integration Engineer, Junior at Ericsson Nikola Tesla

June 2014 — July 2016

- Started to work on customer adaptations tailoring application business logic to specific customer needs, requirement analysis, design, development, delivery, testing, bug fixing, change request handling
- Writing Methods of Procedures needed for Maintenance Window approvals.
- Handling emergency customer service requests by implementing remedies out of office hours
- Involving in presales engagements in the form of pre-studies, solution analysis and impact reports
- Building virtualization and NFV competencies through trainings, certifications and hands-on (internal lab setup)
- Expanded technical knowledge by accepting responsibility for additional product from the portfolio

Integration Engineer, Trainee at Ericsson Nikola Tesla

May 2013 — April 2014

- Getting familiar with 3 products
- Performing installations, upgrades, configurations, integrations and customer acceptance testings
- Handling tickets and customer service requests
- Developing and testing order management E2E flows
- Analyzing network elements, proposing inventory models and developing discovery and reconciliation adapters

Business Development and Reporting, Student at Iskon Internet

May 2012 — April 2013

Working with Big Data in databases and Excel spreadsheets using analytic skills and tools like MS Excel, SQL Server, MySQL, Oracle DB and Oracle SQL developer.

Network and Customer Service Management, Summer Camp at Hrvatski Telekom

August 2012 — August 2012

Broadband and NB services management in copper and optic access network, introduction to the whole process of provisioning on Ericsson, Siemens and Huawei equipment and diagnostics and faults repairs.

Support Services and Logistics, Student at Combis

January 2007 — August 2010

Installation and service of IT equipment. Work in a warehouse.



EDUCATION

Sales Essentials, Algebra Mini MBA

October 2024 — Present

1. Effective B2B Selling, 2 days, Primož Hvala
2. Finance 360, 2 days, Nikolina Dizdar Čehulić
3. Business Agility & Cross Functional Teamwork, 2x 2 days, York Roessler
4. Effective Communication & Negotiating a win-win, 2 days, Primož Hvala
5. Business Case Preparation & Pitching, 2 days, Marina Dražić

new Leadership Development Program, Ericsson Nikola Tesla

September 2021 — October 2022

1. Manager as a Coach - 2 days, LQ
2. Manager as Mentee - 2 days, LQ
3. Introduction to Leadership and building successful teams - 2 days, Methodus
4. Professional Business Communication - Presentation - 1 day, Prezentacija.hr
5. Market and company dynamics - 1 day, Ramiro
6. Strategic business and opportunities - 1 day, Ramiro
7. Basics of finance and business analytics - 1 day, Methodus
8. Manager interviews: guidance, coaching and development - 2 days, Methodus
9. Marketing and Sales - 2 days, Ramiro
10. Motivation of individuals/teams & resolution of conflicts in the team - 2 days
11. Time management, planning and organization skills - 2 days, Methodus
12. Problem-solving, decision-making and change management - 2 days
13. Managing emotions in difficult situations - 2 days, Methodus
14. ENT Leadership Team Ripples - HR, Finance, Strategy, R&D, Digital Services & Operations, Digital Society, Sales Telco, Sales Digital Society, Marketing and Communications, President

ITIL 4 Foundation, Nissen-ITSM

January 2020 — January 2020

Leading SAFe, Scaled Agile

December 2019 — December 2019

Enterprise Architecture and TOGAF, CROZ

December 2017 — December 2017

Project Management Basics, Primakon

November 2017 — November 2017

Effective Negotiation Skills, AngloAdria

October 2017 — October 2017

Advanced Consulting Skills, SP Consulting

September 2015 — September 2015

Master of Science in ICT, University of Zagreb, Croatia, Faculty of Electrical Engineering and Computing, Department for Telecommunication

2011 — 2013

Bachelor of Science in Computing, University of Zagreb, Croatia, Faculty of Electrical Engineering and Computing, Department for Telecommunication

2006 — 2011



COURSES

Conflict resolution, 1 day

Conducting efficient meetings, 2 days

Presentation and communications skills, 2 days

Enterprise Architecture, 3 days

Time Management, 2 days

Principles of Business Analysis, 3 days

Customer Care & Business Communication, 2 days