

## Rajeev Suri

Chief Executive Officer (CEO) of Nokia Siemens Networks



- Previously Head of Services, Nokia Siemens Networks, 2007-2009
- Joined Nokia in 1995, and has held numerous executive level positions in the company

Bachelor of Engineering in Electronics and Telecommunications, Manipal Institute of Technology, Mangalore University, Karnataka, India

- Head of Services, **Nokia Siemens Networks**, August 2007 to September 2009
- Head of Asia Pacific, **Nokia Siemens Networks**, April to November 2007
- Senior Vice President of **Nokia Networks Asia Pacific**, 2005-2007
- Vice President, Hutchison Customer Business Team, **Nokia Networks**, 2003-2005
- General Manager, Business Development, **Nokia Networks Asia Pacific**, 2003
- Sales Director – BT, O2 and Hutchison Global Customers, **Nokia Networks**, 2002
- Director, Technology and Applications, BT Global Customer, **Nokia Networks**, 2000-2001
- Head of Global Competitive Intelligence, **Nokia Networks**, 1999-2000
- Head of Product Competence Center, **Nokia Networks South Asia**, 1997-1999
- System Marketing Manager, Cellular Transmission, **Nokia Networks India**, 1995-1997
- Head of Group Procurement, imports and special projects, **Churchgate Group, Nigeria**, 1993-1995
- National Account Manager – Transmission / Manager – Strategic Planning, **ICL India (ICIM)**, 1990-1993
- Production Engineer, **Calcom Electronics**, 1989

### Biography

With more than 20 years of international experience, Rajeev is a leader who is passionate about the telecommunications industry. He is known to challenge existing business paradigms and is highly committed to customer satisfaction. Rajeev has strong discipline of execution, believes in unconventional thinking and has a reputation as a dynamic and result-oriented leader. He is a people person and is known for relentlessly building strong and diverse teams.

As Head of Services from August 2007 until September 2009, Rajeev drove the transformation of Nokia Siemens Networks' Services business. Under his leadership, Services saw its share of company revenue grow from under 33% to around 45%, and Professional Services grow at best-in-class levels in the industry. Rajeev oversaw the creation of a new Services hub in India and established an industry-first Global Service Delivery model, underpinned by automation and serving customers across the world from three Global Network Solutions Centers.

Prior to heading Services, Rajeev was head of Nokia Siemens Networks Asia Pacific (April 2007 until November 2007).

From 1995 to March 2007, Rajeev worked with Nokia Networks where he held a number of executive positions in Business Development, Marketing, Sales, and Strategy and was based in various locations including India, Finland, the United Kingdom and Singapore. Rajeev was responsible for a portfolio of Nokia's infrastructure customers in Europe and key new growth markets.



He transformed the global Nokia relationship with Hutchison group to bring it to a strong new level, and significantly expanded Nokia's market share during his European assignments. Rajeev also delivered Nokia's first third generation networks for Hutchison's European operations. In addition, Rajeev was instrumental in negotiating large deals and successfully managing complex financial exposures.

Prior to joining Nokia, Rajeev worked with ICL in India and RPG Group in corporate business development for new ventures and strategic planning. He also worked for a large conglomerate in West Africa where he was heading their corporate commercial and international imports division.

Born in 1967, Rajeev has a Bachelor of Engineering (Electronics and Telecommunications) from Mangalore University, India. In his spare time, Rajeev is a voracious reader, enjoys music, plays tennis and likes to explore new places and cultures with his family. Based in Espoo, Finland, he is married and has two children.