



EVERYTHING MATTERS

EUROPEAN TECHNOLOGY LEADERS SUMMIT



Tim Watkins

Vice President of Huawei Western Europe

Tim joined Huawei in April 2009 as Vice President, Western Europe, Sales and Marketing. He is based in Huawei's UK head offices in Basingstoke. Tim is a key member of the European Management board and brings some 28 years of industry experience. Tim is focused on three principle activities within the group – customer relationship building and improvement and driving greater clarity and understanding in senior level customer interactions – improving government relations across Europe and providing higher levels of transparency into Huawei's strategies and European investment activities and providing guidance and greater visibility via Huawei's public relations and press interactions.

Tim joined the Management leadership team from Nortel having spent 16 years in Sales and Marketing roles. His most recent role was leading Nortel's Northern European sales operations for all product lines which included Enterprise, Carrier and Wireless divisions. Prior to that Tim was leading the wireless business in Europe and took personal responsibility for several of the Global Wireless Accounts.

Tim has worked extensively in Voice and Data, Fixed and Mobile communications in both the Carrier and Enterprise arenas and was responsible for Nortel's European marketing operations through the late 90's and early 2000's where the growth of internet related applications across fixed and mobile networks proved to be a key period in the evolution of the growth in mobile data we see today.

Tim served as a board member of several international businesses including Turkey, Israel and South Africa. He has been responsible for multiple joint ventures and new business start ups as well as integrating acquisitions.

For more information about Huawei, please visit <http://www.huawei.com>

www.dlapiper.com

DLA Piper UK LLP is authorised and regulated by the Solicitors Regulation Authority. DLA Piper SCOTLAND LLP is regulated by the Law Society of Scotland. Both are part of DLA Piper, a global law firm operating through various separate and distinct legal entities. For further information please refer to www.dlapiper.com

UK switchboard: +44 (0) 8700 111 111

Copyright ©2011 DLA Piper. All rights reserved. | DEC 11 | LONDP: UKG\MA\12434756