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After completing his PhD in modulation and coding from University College of North Wales, Bangor, UK, where he has been a lecturer and research officer, Makis started his industrial career in Unitel, now T-mobile, as Radio engineer, where he contributed to the development of new methods for network planning. He then moved to NEC where he worked in satellite and microwave systems and he was responsible for the compliance of NEC's satellite and microwave equipment with ETSI (European Telecommunications Standardisation Institute) specifications. He got involved also in the emerging technical and standardization work for 3G (UMTS) and he then joined Nokia where he contributed to the formation of UMTS. He served as the ETSI representative in ITU (International Telecommunications Union) when the technology selections were considered, and contributed to the ITU and also to the Japanese 3G decision making process, representing European industry. He then moved to lead regulation and standardisation work of new technologies such as WiMAX and he represented Nokia in regulatory bodies and the European Commission. He has been a pioneer in opening the frequency bands in Europe for WiMAX systems and mesh networks, and also getting Nokia into WiMAX Forum. He was then appointed Head of Strategy & Technology, Nokia Networks China, leading the technology and standardization work in China. After the merger of Nokia Networks and Siemens he has a similar role heading the China Industry Environment group. Makis holds his first degree in Physics and Electronic Automation from National University of Athens, Greece and he has a Master of Science in Digital Communication Systems from Loughborough University of Technology in the United Kingdom. He is a Senior Member of IEEE and a UK Chartered Engineer. He holds 2 patents and has more than 20 scientific publications.