



Karl J. Weaver 魏卡爾

☎ +1-425-647-9315
 📩 Karljweaver@gmail.com
 🌐 <https://www.newport-technologies.com>
 🎵 YouTube @karlweaver2597
 📍 18014 - 171st Ave NE, Woodinville, WA 98072, USA

Education

Bachelor of Science Degree
Business Management

Salve Regina University
Newport, Rhode Island, USA

Certification in Mandarin Chinese Language, Customs & Culture – Under 2-year Scholarship

National Taiwan Normal Univ.
Taipei, Taiwan, ROC

Certification in Broadband Wireless Communications

University of Washington
Seattle, Washington State, USA

Technical Expertise

Contactless Mobile NFC Payments
TEE – mobile device security
eSIM (eUICC) & iSIM (iUICC)
Semiconductors & smartcards
Web3, Blockchains & Tokenization
Cellular IoT modules/Devices
GSMA/Remote SIM Provisioning
Bilingual Mandarin Chinese skills
Expatriate work in Asia & Europe

Languages

English
Mandarin Chinese
Some spoken Vietnamese

KARL J. WEAVER 魏卡爾

Asian Mobile Industry Business Development Director



Profile

Global mobile ecosystem executive focused on promoting the design-in of embedded software into hardware technologies to major OEMs of IoT, M2M, and Smart/Connected Mobile Devices for digital transformation in Web3 & DePIN projects.



Work Experience

Aitos.io (Singapore office)

Head of Community Growth & Partnerships – Singapore

2021 – 2023

- Created and ran Arkreen Talk Twitter Spaces podcast
- Built Web3 ecosystem partner relations with Polygon, Helium, etc
- Hosted Hong Kong Web3 panel “Tokenized RECs for Net Zero Web3”.
- Brainstormed Arkreen name (The Green Ark) in 2022, contributions include building Arkreen Network, Web3 infrastructure service for renewable energy resources,

Aitos.io Shanghai (worked remote during Covid)

GLOBAL BUSINESS DEVELOPMENT DIRECTOR

2020 – 2021

- Built MNO, Cloud Service Provider and IoT Module/Device ecosystem vendor engagements for Proof of Concept Projects globally for our “BoAT” SDK – Blockchain of AI Things with enterprise consortium blockchains.
- Created White papers & press releases as Bus. Dev. Director for 1st phase of the global goto market strategy.
- Responsible for Telefonica (of Spain) Blockchain proof of concept project, 2020, Negotiated with Vodafone on an Electric Vehicle charging station project in 2021

Rivetz Corp (Seattle remote, monthly Asia travel)

BLOCKCHAIN MOBILE DEVICE SECURITY – MOBILE ECOSYSTEM DIRECTOR

2018 – 2020

- Developed/led Mobile security partnership with Samsung Mobile Communications of Knox Mobile Security Program for Dual Roots Tech.
- Successful design-in wins with Huawei, ZTE, Xiaomi, Lenovo, and HTC for Rivetz “Dual Roots of Trust “pioneering” embedded Security for Android OS, and Blockchain Smartphones.
- Established IoT partner (AiTos) for Connected Car project w/China Unicom

ARM USA, (Bellevue Office, Monthly Asia Travel)

ESIM/ISIM ACCOUNTS MANAGER – GREATER CHINA

2017 – 2018

- Built huge sales funnel of Cellular Module and Smart Card Chips through Participation in the 2017 CES Asia & Mobile World Congress Shanghai.
- Built RSP distribution channels for 2 Chinese MVNOs: Red Tea Mobile & Gotell.
- built channels with Quectel, Infineon Beijing, MediaTek, Qualcomm & Hi Silicon.
- Created NB-IoT Market analysis for Cellular Module Chip projects/partnerships.
- Negotiated new Project partner: UCloudy for ARM MBed & PSA security.

OASIS SMART SIM (Seattle remote, monthly Asia travel)

OEM BUSINESS DEVELOPMENT MANAGER – ESIM OPERATING SYSTEM

2016 – 2017

- Built huge sales funnel of Cellular Module and Smart Card Chips through Participation in the 2017 CES Asia & Mobile World Congress Shanghai.
- Built RSP distribution channels for 2 Chinese MVNOs: Red Tea Mobile & Gotell.
- built channels with Quectel, Infineon Beijing, MediaTek, Qualcomm & Hi Silicon.
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Asian Mobile Industry Business Development Director



Work Experience (Continued)

Gemalto & Trustonic - Beijing, China

NFC PAYMENTS & TEE SECURITY - COUNTRY SALES MANAGER

2008
-
2013

- Negotiated several Smartphone design wins for Gemalto Mobile NFC (SWP) USIM cards at Motorola China, Sony-Ericsson China, Huawei, ZTE, Lenovo, TCL, Yulong, HTC & Acer.
- Drove adoption of Trusted Logic NFC software stack and Tablet PC-DRM at HTC, AsusTek, Acer, and Chinese Payments vendors, generating over € 500K
- Closed TEE (embedded Mobile device security) orders at Hi Silicon (Huawei) and Mediatek, generating \$3 million € Euros in revenue.
- Established relationships, resulting in 3 key Mobile Security projects worth 5 Million € Euros in revenue with key Chinese MNOs (China Mobile/Unicom/Telecom), Banks (China Merchants Bank, China Union Pay), Smartphone/Tablet vendors (AsusTek, HTC, Acer).

Achievement Summary

- 18 years of global work experience in Taiwan, Holland, Mainland China, and Singapore. I gained in-depth knowledge of the semiconductor-smartcard-mobile industry sectors and the consumer electronics market in the Asia-Pacific region.
- Bilingual in Mandarin Chinese and English, and I have some conversational Vietnamese skills. I can communicate effectively with diverse stakeholders across different regions and cultures.
- Proven track record as an Asian Mobile Industry Rainmaker, scaling and standardizing four bleeding-edge technologies into product design-in wins and sales closures since 2008. I have generated millions of dollars in revenue and market share for my previous employers and clients.
- Deep and wide network of connections in SE/NE Asia, Europe, and North America for convergent mobile technologies. I will build and maintain strong relationships with key decision-makers, influencers, and partners in the industry.
- Skillful trainer, moderator, and bilingual English/Mandarin mobile tech public speaker. I can enhance the "Subtle Art of Selling" in Asia by delivering persuasive and engaging presentations, demos, and workshops. Selling cutting-edge technology is best accomplished by evangelizing it through a variety of resources, including online social media.
- Flex-Pat, not an ExPat type employment with modest housing allowance or relocation assistance. I am ready and willing to work in SE Asia alone and travel frequently around APAC regions to pitch business success metrics.
- Guaranteed to add value to your business and help you succeed in the APAC ICT sectors. I would love to discuss this opportunity further and learn more about your vision and strategy. Please let me know when you are available for a chat.

References



Mr. Russell Murphy

General Counsel for Emerging Companies

Phone: +1 (425) 324-4053

Email: Russell.b.murphy@gmail.com

Mr. Edward G. Wu

Microsoft HQ Redmond -Lead Program Mgr.

Phone: +1 (206) 35408650

Email: edwardgwu@gmail.com

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