

## **Carl Kallen**

Carl Kallen is responsible for the market development and scaling of Zebra Technologies Enterprise Asset Intelligence (Enterprise IoT) Solutions across NA.. Carl brings Zebra 20 years of advanced, international business development know-how from technology behemoths Samsung, Sony and Ericsson. During his previous tenure at Samsung, Mr. Kallen managed to effectively transform the B2B unit to a premium product and solutions division, increasing value-share sharply. Previously, he worked with Global Carrier Groups T-Mobile, Telefonica, 3 and America Movil in Senior Sales Management appointments at Samsung, Sony and Ericsson, winning multiple global and local excellence awards. Carl began his career with Procter and Gamble where he gained invaluable experience in consumer products sales and marketing management practices.

Born in Venezuela, raised and educated in Switzerland, Spain and Sweden, Mr Kallen is a truly international business professional, speaking 5 languages, having lived in 7 countries and conducted business in 36, spanning four continents.

Carl Kallen holds dual Bachelor's degrees from Boston College in Economics and Spanish. He earned his Master's degree from the Stockholm School of Economics in International Business and Economics and has been a frequent guest lecturer at the University of Hull.