

# AYO SALAWU

AWS-CSA, AWS-CDA, AWS-SOA, MSc., eTOM  
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 SysOps Administrator - Associate  
 Developer - Associate  
 Solutions Architect - Associate

## **Achievements**

- 8 years' global delivery and system integration experience working with multinational and global accounts.
- Successfully managed engagements with customer planning and operations.
- Successfully managed a team of Solution Architects and Engineers to deliver projects on time and with quality.
- Acquired Cloud Computing Skills on Amazon Web Services.
- Service Configuration for Content Garage (a start-up managing content for companies like Nestle Ng and MTN Nigeria).
- Successfully managed USSD sales opportunities of over \$2 million with African Advantage.
- Performed the pre-sales and technical risk management of Packet Core (2G, 3G, LTE) projects.
- Solution Architect for EPC and LTE project for Orange multi-country telecom operator in West Africa.

## **Technical Skills**

Cloud Infrastructure:: Cloud Design and Deployment Skills, Cloud computing on AWS platform including various service configuration for S3, Elastic Beanstalk, VPC, ELB, Auto Scaling, EC2, Cloud Formation, Opsworks, among others

CI/CD and DevOps Skillset: Terraform, Vagrant, Ansible, Git, VirtualBox

Programming Skillset: Python Programming, Bash Scripting,

Monitoring: Skillset Network and IP Monitoring: Used tools like MRTG for cisco Routers, and System Monitoring

Security: Designed architectures for Firewalls, routers, security groups and network access control lists.

## **Qualifications**

2017 AWS Certified Developer - Associate

2017 AWS Certified Solution Architect – Associate

2017 AWS Certified Sys Ops Administrator - Associate

2017 AWS Certified Solution Architect - Professional (In View)

2013 TM Forum Business Development Manager, eTOM.

2009-2010 MSc. Information Systems Management, Warwick Business School, United Kingdom.

## **Career History**

### **June 2015 - Present – Cloud and DevOps Consultant**

A customer-facing and result oriented Solution Architect experienced in Architecting on Amazon Web Service solutions largely in the Digital Media space.

Programming and DevOps Tooling with Python, Terraform , Vagrant, Ansible, ,

Some of my core AWS skills include -

- Strong knowledge of AWS Services offerings.
- Skilled in building use cases and customer solutions with a combination of tools such as cloudberry lab tools (Cloudberry Explorer Pro and Cloudberry backup. Commander One and Bucket Explorer.
- Configured S3 Buckets, Glacier archives.
- Deployed features such as lifecycle management, Object tagging in S3 and others.
- Experience creating virtual private clouds, subnets, NAT instances and security groups.
- Experience launching EC2 instances and creating AMI's.
- Experience creating load balancers, auto scaling groups and policies.
- Services configured for Content Garage Startup and catering to customers such as – Nestle, Nescafe, Google, MTN.

**September 2013 – January 2017 – Service Delivery Manager; Ericsson Nigeria**

- Responsible for strategic co-ordination of resourcing for Natcom delivery by aligning resources for various product areas, and developing structure for CSI areas
- Managed the Architect team in designing and developing solutions for Telco Operators in Sub Saharan Africa.
- Tender and RFQ assessments, proposal creation and strategy definition & communication.
- Responsible to manage OSS, BSS, IP and Packet Core deliveries and resources across Africa
- Manage virtual teams in various countries such as Kenya, Senegal, South Africa and Nigeria
- Develop effective client-value relationships with the CIO, CTO and LOB client executives as well as improving and broadening client access to Ericsson's global technical and innovation expertise.

## **May 2011 – August 2013 – Solution Architect; Ericsson Nigeria**

- Responsible for interfacing with customer planning, marketing and operations teams to ensure smooth delivery of various Ericsson Packet Core and MPBN solutions
- Delivered packet core solutions to over 20 multinational clients to include the Solution Description, Solutions Analysis, Dimensioning, High and Low Level Design, documentation and proposals.
- Managed and delivered several technical workshops to both C level and Operations teams.
- Develop effective client-value relationships with the CIO, CTO and LOB client executives as well as improving and broadening client access to Ericsson's global technical and innovation expertise.
- Responsible for Planning, Design and Integration of Packet Core Nodes and Solutions
- GGSN, SGSN, SASN and SAPC for various mobile operators such as MTN Cameroun, MTN Nigeria, MTN Congo B, Econet Zimbabwe. MTN Liberia, Atlantique Togo,
- Responsible for Solution Designing, Pre- Sales Support, Service Delivery and After Sales Support
- Skilled in providing technical sales support for tenders, prepare bill of quantities, respond to RFP's and RFQ's (request for proposal and quotations)
- Skilled in creating carts, bill of quantities, hardware and software ordering
- The technical lead with a high level of Customer Interaction and coordination with Product Units, Systems Integration Competence Centers and the Customer Technical and Marketing Teams.

**November 2010 – April 2011 – Business Development Manager; African Advantage Telecom**

- Account Commercial Responsible for West African USSD Market
- Responsible to grow USSD business in Nigeria and across Africa
- Sustain and Grow Customer Account Relationships for MTN and Etisalat.
- Responsible for pushing televoting and campaign manager solutions to MTN
- Responsible for pushing USSD business of \$2 million
- Responsible for maintaining existing support contracts tune of \$500,000
- Responsible for driving customer engagements in Nigeria and across Africa

**October 2006 – August 2009 - Service Engineer; Ericsson.**

- Carried out Acceptance testing, validation of configuration, load balancing and proactive support of Billing and CRM solutions with multinational Telco accounts across Africa.
- Provided consultation to the Telco clients regards network optimization and modernization.
- Communicated and Liaised with the Service Delivery Manager keeping them updated on all matters pertaining to any situations/incidents on the customer network while also monitoring and recording system software levels.
- Installed over 20 Revenue Management, VAS and Packet Data complex solutions across Africa with major focus in MTN Nigeria.

**Training**

As part of my professional career development I have undertaken training in the following areas:

Architecting on AWS, Communication and presentation skills, Emotional Intelligence, Customer Focus, Negotiation, Business Communications, Fraud Management, Consultative Selling skills, Opportunity Creation, eTOM, Spin Selling Skills by Huthwaithe.

## **Professional Memberships and Community Participation**

AWS Dubai Startup Meetup Group

Microsoft Developers Dubai Group

Dubai Devops Meetup Group

eTOM Certified TM Forum

Toastmasters

Council for the Regulation of Engineering in Nigeria COREN (2015)

Nigeria Society of Engineers NSE (2015)