**John Bruxby**

British Citizen, currently in:

Bangkok, THAILAND

Tel. +66 879 292 605

[jbruxby@fastmail.fm](mailto:jbruxby@fastmail.fm); [jbruxby@yahoo.com](mailto:jbruxby@yahoo.com)

<http://th.linkedin.com/in/jbruxby>

**PROFILE**

Computer science qualified IT, NETWORKING & TELECOMS PROFESSIONAL with over 25 years experience in all areas of the computing, telecommunications and internetworking environment – from system software development to presales, business strategy, marketing, consulting and project/program management – seeks interesting opportunities

**EXPERTISE & KNOWLEDGE**

1. Extensive Telco Restructuring Experience as Network Architect
2. Expert in Procurement Management and Vendor Management
3. Extensive experience in design, sales & implementation of Managed Service Solutions
4. Expert in Transport and Transmission (OTN/DWDM, FTTx, Microwave backhaul, xDSL etc.)
5. Extensive Knowledge in Legacy, Packet Telephony
6. Good Knowledge of IP/MPLS Technologies, Design, Services & Solutions
7. Good knowledge of mobile technologies and architectures (GPRS, UMTS, LTE - EPC)
8. Good Knowledge and experience of High-Availability OSS/BSS & ERP solutions
9. Detailed ITIL & eTOM Knowledge and extensive Process Implementation experience
10. Excellent Leadership & Management Competencies
11. Excellent Presentation, Negotiation & Communication (Multicultural) Skills
12. Analytical and Lateral Thinker (MENSA membership)

**ACHIEVEMENTS**

1. Authored four Managed Services Contracts with detailed Scopes of Work (OSS/BSS, IP/MPLS, National Fiber Network Stabilization, Power/HVC) and concluded contractor negotiations (total value > $120 Million
2. Designed and developed an organization-wide Project Management Organization for a national Telco – aligning with PMI Guidelines (Input from PMO Frameworks Report 2013)
3. Developed Technical Masterplan and Operational Plan for the re-commissioning of a national Telco
4. Project Managed a 40 engineer design team during a technological transition (ATM to IP/MPLS) for a mission critical national network (oil industry) – Full responsibility for System Design & Migration Planning
5. As Principal Technical Consultant for major projects, redesigned a 13,000 Km national SDH/DWDM network, improving resiliency and DCN performance

**WORK EXPERIENCE**

**2015 – present Business Coordinator for International Sales Detecon International**

*(7 months) (Definition of Business Processes for Swiss Railway) (Managing Consultant)*

**Project**: Business Development for support of International Sales

Main Focus

* Analysis of the existing business processes
* Definition, development and implementation of new business processes to support the delivery of Rail Control System solutions
* Coordination between Commercial and Operations departments

**2014 - 2015 Sabbatical & Research Thailand**

*(11 months) (LTE, SDN, optical backhaul/NG-PON2 etc.)*

**2011 – 2014 Lead Network Architect/Operations Chief Project Planner Detecon International**

*(3+ years) (Complete Network Analysis, Design & Implementation) (Contract – 4 renewals)*

**Project**: Restructuring of Angola Telecom

Main Focus

* Analysis of the business from an Operations and Commercial perspective
* Definition of a business strategy/plan paper (working with Strategy, Commercial, Finance and HR departments – wrote Operations and Commercial Sections)
* Network survey and audit of existing transmission and IP networks (Edge, Aggregation and Core)
* Design of a Service Delivery Platform – SDP (Operations)
* Definition of a respective Operations Plan for realization of the SDP
* Creation of an organization-wide PMO and Project Management structure in full alignment with PMI guidelines
* Definition and implementation of the respective projects (listed in Operations Plan), including writing four sets of contract documents for the critical projects (Transmission/Transport Networks, IP/MPLS & DCN, OSS/BSS & ERP and Site Support Systems (Power/HVAC etc.) – covering detailed Project Planning for Implementation/Stabilization, Operations & Maintenance and respective training programs
* Lead Technical Consultant throughout the procurement process for the above
* Definition and implementation of Service Management Processes (in alignment with ITIL and/or eTOM)
* Strong customer interaction during the majority of the above tasks

Other Tasks

* Definition of corporate Change Management process (including Stage-Gate process)
* Development and lead in training and workshops/seminars for Project Managers
* Business development, work and presales support within Commercial resulting multi-million USD international contracts (Oil companies and interconnect partnerships)
* Design & Project Management supervision and mentoring of design and field teams for one-off customer inter-connectivity solutions
* Lead technical consultant on Steering Committee for stabilization and build of National transmission network

**2008 – 2010 Project Manager (Technical) THALES (Middle East)**

*(2+ years) (IP/MPLS Replacement Network) (Contract – 4th renewal))*

**Project**: Total replacement of an IP/ATM network with an IP/MPLS VPN network – 70,000 users. Core/Distribution of 235 routers and over 3,000 access switches to be integrated with existing systems and be VoIP ready

* Lead technical consultant during complete Procurement Process
* Management of approximately 40 engineers & technicians (7 direct reports) during design phase
* Liaising with vendors and customer on technical implementation issues
* (Technical) Project Management of highly successful PoC triple-play network (70 Network Elements) in Amsterdam, involving 20+ engineers from multiple vendors and 15 customer representatives (3 month project) for Solution Acceptance Test
* Design of automated equipment staging process for majority of network devices
* Design of automated testing methodologies for site acceptance tests and performance acceptance tests
* Design of NMS integration into existing SAN infrastructure
* Definition of processes and methodologies for end user migration (ATM ELANs to L3VPN or VPLS services) and Incident Management according to ITIL guidelines
* Developing, writing and editing technical submittals (milestone deliverables) to customer

**2006 – 2008 Principal Technical Consultant THALES (Middle East)**

*(3 years) (Diverse Networking Projects) (Contract – 3 renewals)*

**Project 1**: Deployment of new 64 lambda (ROADM) DWDM network, expanding 13,000 Km throughout the Kingdom of Saudi Arabia

* Design, development and delivery of customized training for internal and customer engineers and technicians facilitating network build-out
* Redesign of proposed DWDM solution with high availability ROADM sites
* Redesign (simplification) of vendor-designed DCN
* Training of NOC engineers on EMS and Fault Management systems (NetCool)
* Identifying, specifying and presenting value-add sales opportunities to customer
* Implementation & level 3 troubleshooting of newly commissioned network

**Project 2**: Deployment of VoIP and data network over new transmission (SDH) network stretching approximately 300 Km

* Design of complete data, voice and transmission network
* Configuration of Call Agent (Cisco Call Manager)
* Training of internal engineers & customer on solution

**Project 3**: Bidding for Nationwide NGN (triple-play) and other opportunities

* Technology and vendor selection
* Commercial negotiations with vendors and partners
* Development of business model to fuel project expansion
* Detailed design (example) of GPON build-out
* Analysis of further access/backhaul, RF technologies (WiMAX, Microwave)
* Design of backbone optical network

**2001 – 2006 Snr. Consultant Eng. / Instructor / Project Manager Diverse**

*(6 years) (Multiservice Platforms) (Contract)*

**Consultancy / Engineering Projects**:

* Customized Cisco Transport Manager (CTM) Deployment. Specification, low-level design, Solaris/Oracle installation, EMS implementation, test and documentation – *Middle East service provider*
* Wireless LAN security SME. Technical lead over developments team for e-learning CBT product – *Thomson NETg for IBM*
* Process definition and implementation strategy – including staff training – for the restructuring of a large legal practice, utilising ICT as a means to coordinate work activities and integrate processes – *Cypriot legal practice*
* Definition of a new sales strategy for a system software vendor and training of the sales force in the practices and techniques aligning to this strategy – *German software company*

**Training Projects**:

* Design & implementation of a remote “Cisco PSTN Gateway” lab for conducting advanced IPT courses worldwide. Successful delivery of multiple courses, proving hands-on training on live (remote) network – *Cisco Learning Partners*
* Specification, development and delivery of role-based, customised training curriculum for Metro Ethernet services (3 repeat contracts) – *European service provider*
* Curriculum development and delivery of Cisco internal training on multilayer metro-optical solutions – *Cisco Learning Partner*
* Development and delivery of several customized advanced networking courses, based on optical technologies. Customers mainly large European or global service providers wanting to offer enhanced service portfolios over their existing (or to be upgraded) infrastructures – *Service providers*
* Delivery of multiple Cisco optical training courses, Worldwide – *Cisco Learning Partners*
* Delivery of multiple Cisco routing & switching courses, UK – *Cisco Learning Partners*

**1999 – 2001 Product Marketing Manager (Pre-Sales support) Cisco Systems**

*(2 years) (Multiservice Platforms) (Employee)*

* EMEA Product Marketing for Optical Networking Solutions. Focus on driving Cisco’s Optical Strategy and developing strategic customer relations through business analysis and consultancy
* Development of market penetrations strategies for Cisco’s forthcoming optical portfolio
* Technical and commercial executive level discussions and negotiations with most major European PTTs and Service Providers
* Presales/Sales Support: Commercial & Technical presentations on using Optical Technologies as a platform for new services and business growth. RFI/RFP response for major opportunities. White Paper developments and review.
* Network Design: Innovative network designs migrating traditional SDH networks (offering overlay data services) to more cost efficient, statistically multiplexed data services (GE & Layer 3) over optical infrastructures
* Internal Project lead for Intelligent (switching) Optical Core Networks with “Wavelength Routers”
* Design Lead in multifaceted training initiative to educate Sales force of major Cisco partner
* Project Lead for various internal Account Manager & System Engineer Optical training seminars

**1998 – 1999 Technology Specialist Cisco Systems**

*(18 months) (Packet Telephony) (Employee)*

* **Project Lead:** development of highly modular Training Curricula for Service Provider Solutions – from Technologies, through Products, Applications & Solutions to Business Drivers. Target audiences covering system/solution planning and integration technicians through to end user training (global team within a matrix environment)
* **Project Lead**: Needs analysis, specification, development and delivery of an EMEA Multiservice Bootcamp for training internal system engineers and account managers on legacy telephony, VoIP and multiservice technologies, applications, products and solutions. The material content was the forerunner to Cisco’s CVOICE
* Development and Production of various VoD (Video on Demand): Voice & IPT technologies
* Development of Pre-Sales Support material within areas of technical expertise

**1997 – 1998 Pre-Sales Engineer Nortel Networks**

*(1 year) (Multiservice Platforms) (Employee)*

* Development and delivery of customer presentations on Nortel’s Passport (Multiservice) switches
* Network design and engineering of customer networks (Voice/Data integration over SDH)

**1996 – 1997 Senior Training Engineer MADGE Networks**

*(18 months) (LAN Switching, ATM and ISDN) (Employee)*

* Founding of Madge’s Technical Training Centre in Frankfurt.
* Technical training development and delivery on all Madge networking products and in LAN technologies for both customer/end users and internal engineers

**1984 – 1996 Software Engineer Diverse**

*(12 years) (Cybernetics, scientific, test & communication software) (Contract)*

* Software specification, development, implementation and test. Multiple projects for major telecoms and cybernetics development & system software companies throughout Germany (Giesecke & Devrient, Boehringer Mannheim, Siemens)

**EDUCATION**

1981 – 1984 CDI, Munich Computer Science

1982 – 1984 Hanover University Lecturer for Microprocessors

2003 Instructor Certification Certified Wireless Security Professional

2003/2007 Cisco Cisco Certified Systems Instructor

# LANGUAGES

English – Native / Full professional proficiency

German – Full professional proficiency

French – Basic proficiency

Thai – Basic proficiency

# PERSONAL

British citizen, divorced.

Sports: Squash, tennis, badminton, swimming, diving & sailing

Past time: Reading, relaxing by the sea or in countryside