**Curriculum Vitae**

# PERSONAL DETAILS

Name: Alex Nyagah Kariuki

Address: 51030-00100 Nairobi

Mobile: +254 723 909 923

Email: alex.nyagah.k@gmail.com

# CAREER ASPIRATIONS

Experienced Lead in Product Design and Development, and Pre-sales Engineer with network engineering skills. Business development and market detailing with a good eye for business growth and new rollout. Exceptional team spirit, accepting new challenges and very objective. Wonderful technical and inter-personal skills and a great team player. A skilled IoT solutions design, implementation and support.

# QUALIFICATIONS

2003 – 2006 – University - Kampala International University – Bachelor of Computer Science, majoring in Management Information Systems. (Second Class Upper Division)

1998 – 2001 – High School - Kianyaga High School, O level, attained a B (plain)

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# January 2024 – Currently – Rain Communications Limited

Managing Director

* Head of technology and Research and Development
* Business strategy and fund raising
* Partnership and engagement lead
* Business team leader

# June 2022 – Currently – Millenia Limited

Head of Enterprise Solutions

* Lead the design team on all the client services in FTTH, IP Enterprise services, and Service Security
* Guide the team on commercials and market intelligence
* Leading the engineering team on solution implementation
* Guide the business on expansion and rollout of new solution as per market requirement.
* Vendor engagement on solution design. This is to ensure we have the best equipment to rollout our solutions.

# July 2017 – Currently – EduVOD Africa LTD

Technical Director

* Technical strategy and deployment
* Contract and SLA management with suppliers and customer. - Management of new technologies and solution development - Technical partners’ engagement and SLA management.
* Product and technology development lead.
* Trainings – For sales and technology teams
* Solution, business process designs and billing processes.

# June 2015 – August 2018 – Vericom Networks LTD

Business Strategy and Solution Development

* Developing solutions and new products for the East Africa market
* Managing the supplier pipeline contracts and SLA
* Market research for the new products and solution
* Engaging with RAD departments for our main suppliers on the solution change and new requirements
* Managing the marketing section of the company on the market approach

# November 2012 – June 2015 – Vodacom Business East Africa

Head Solutions Architect.

* Driving the new products in the market for Vodacom Business.
* Driving up sale opportunities during the entire process in order to contribute to increased sale volumes from a pre-sales perspective.
* IoT product market research and packaging.
* Providing full product line specifications and maintain knowledge of the complete IP and Broadband, M2M and MPLS products and solution offerings in the East Africa region.
* Maintaining knowledge of key competitor’s product line and future direction and aligning Vodacom product and solution strategically.
* Representing the Key Account on technical issues towards the Product Area.
* Facilitating resources as needed to close large opportunities.
* Negotiating with all suppliers and vendors for best value prepositions

# July 2011 – November 2012 – Liquid Telecoms Kenya

IP Support Engineer

* International gateway client management and International carriers (level3, pccw etc) contact and managing NNI routing to carriers.
* Liquid core network planning and configurations
* Wide Area Network design, implementation and maintenance – MPLS, PTPs, L2VPNs, L3VPNs, MPBGP
* VSAT, satellite and other wireless and solution design and implementation.

**July 2008 – June 2011 – Liquid Telecoms Kenya** Integration Engineer.

* Integration of new links both Internet and WAN
* KDN core IP-MPLS network troubleshooting and maintenance of client.
* Customer support both remote and onsite troubleshooting of both WAN and LAN
* Layer three equipment configuration and troubleshooting (Cisco and alcatel routers and switches, managing VPRNs on International gateway for internet, mikrotik routers, ASA firewalls)
* Client project proposal approvals and advice
* Client training on usage and first hand troubleshooting
* Annual company and client SLA review

# PROJECTS UNDERTAKEN

* Barclays bank, Equity bank, EABL, Athiriver steels layer 3 MPLS Design, setup and implementation.
* Ramco group, Span Image Layer 2 MPLS design and implementation
* Bringing up SDH network between Mombasa and Nairobi for Kenya Data Networks
* Vodacom Business M2M product line introduction into the East Africa market with Xlink in a box targeting banks and other financial institution.
* Design, implementation of Diesel Generators monitoring solution for Vericom.
* Design and develop the most robust digital learning platform under the Eduvod Africa.

# EXTRA – CURRICULAR ACTIVITIES

1. Member Electoral Commission, Kampala International University.
2. Games Assistant Captain, Kianyaga High School

# HOBBIES

Traveling, volleyball, basketball, online research, Reading Telecoms journals and articles

**REFEREES**

* On request.