

J. DAVID VALENCIA PESQUEIRA, CAPM (PMI)

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PROFESSIONAL SUMMARY

I am an Engagement Manager, Telecommunications Consultant and Certified Associate in Project Management (CAPM) by the Project Management Institute (PMI) undergoing my certification process to become a Project Management Professional (PMP) by Q3'2019. I build and lead interdisciplinary teams to maximize their performance and drive them to fulfill business objectives. 7 years of experience in the telecom industry give me a keen outlook from the vendor angle, the client perspective and as a strategic consultant to the C-Suite. I maintain established relationships with the engineering and operations groups of mobile and fixed carriers in the Mexican market.

I promote project management best practices and industry standards. I earn the trust of procurement teams and commercial decision makers. With hands-on experience in RFI, RFQ and RFP processes; I lead selection criteria design, proposal analysis and technical annexes reviews. As a consultant, I prepare proposals to RFx processes; synchronizing technical terms with functional managers and negotiating commercial terms with procurement managers. I have a strong command of transmission network technologies, and have a generalist perspective of Access Networks (Fixed and Wireless), Backhaul, Backbone, Core and IP equipment and protocols. I constantly update myself on the latest trends and technologies, such as 5G, SDN/NFV, IoT, Cloud-computing and Smart Cities.

EXPERIENCE

TeleworX LLC

CDMX, México

04/2018 - current

Engagement Manager

- Lead the Business Development activities in México, reporting to TeleworX's CEO. I prospect and qualify potential clients in the carrier sector, developing the sales pipeline for consulting services and software products for network engineering. I work to understand client's pain-points and requirements, from which I prepare technical and commercial proposals. I have managed 25+ proposals to RFQ processes, coordinating engineering consultants, and carrying out the costing and pricing structure for the projects. I am instrumental in the technical and commercial negotiations with suppliers and clients.
- Monitor and control on-going projects of the TeleworX Mexico office, and contribute as consultant in key international initiatives for the organization. Main contributions include:
 - Participated in the preparation of the Digital Master Plan, and led the design of a proposal for a PMO to Deploy the Fiber Infrastructure for the largest Smart City project in Saudi Arabia, with a budget of **500 billion USD** (www.neom.com);
 - Managed supplier relationships for the Telecom Infra Project (www.telecominfraproject.com) of Facebook, with the objective to design and dimension next-generation 4G-LTE rural networks;
 - I lead initiatives for the Altán Redes' Red Compartida, among them the National IP Audit project, and the review of the 70% coverage milestone deployment plan, reporting directly to the C-Suite;
- Coordinated the design and development of the new corporate Digital Presence, by reinventing the content and structure for the new corporate website (www.teleworx.com).

Senior Telecommunications Consultant & Business Development

07/2017 - 03/2018

- Worked as the Technical Project Manager (TPM) and consultant in transmission technologies, for the Altán Redes' Red Compartida initiative, a breakthrough national green-field 4.5G Mobile Network project with an investment in excess of **7 billion USD** during 20 years.
- Led a team of 12 consultants (RAN, Transmission, IP and Software) monitoring and improving customer satisfaction and ensured project success:
 - I was instrumental in the design of RFP (Request for Proposal) processes for engineering and connectivity services;
 - I contributed in the preparation of the National Backbone deployment plan and budget for the of the 50% coverage milestone, which included the project cost modeling: CAPEX, OPEX, make or buy, leasing
 - Established solid relationships with the Design and Planning, Procurement and PMO groups
- Participated in business development efforts for the local TeleworX México branch

AT&T de México

CDMX, México

05/2016 - 06/2017

Senior Transport Engineer

- Instrumental role in projects with a total budget of **9M USD for 2016**, and additional **4M USD for 2017**. Prepared and executed preventive and corrective maintenance plans. Collaborated with the engineering and network planning areas in projects to improve availability and capacity of the network;
- Responsible of L2 O&M (Operation and Maintenance) of the national transport network (DWDM, SDH and PDH). Managed technologies ranging from legacy equipment (Newbridge and Nortel), to commercially available solutions from Huawei, ZTE, Tejas Networks, ALU and Ciena;
- L2 technical support in troubleshooting service contingencies, trouble tickets and incident documentation;

Huawei Technologies de México

R7 Regional Network Technologies Department Leader

Puebla, México | 01/2016 – 05/2016

- Lead the organizational transformation program for the region in collaboration with the PMO. Provided technical oversight to projects in the region, and training for local resources;
- Managed 20 site engineers assigned to the region of Puebla, Veracruz, Oaxaca, Tlaxcala and Hidalgo;

Optical Network Engineer

CDMX, México | 09/2012 – 12/2015

- Deployed more than 100+ new service expansions, 20+ new DWDM/SDH transmission links/rings and run ATPs on-site for national-level customers such as Telmex, Iusacell, Telefonica, Nextel, GTAC, Bestel, British Telecom, Megacable, Alestra, Axtel and Totalplay;
- Pre-FAC (Final Acceptance Certification) network troubleshooting and health-check to diagnose alarms, service failure, software problems. Direct collaboration with the PMO to integrate the project schedule and risks;
- Client-facing experience leading training courses for customers, engineers and contractors in Optical Network Technologies;

EDUCATION

Instituto Politécnico Nacional (National Polytechnic Institute of México)

CDMX, México

Unidad Profesional Interdisciplinaria en Ingeniería y Tecnologías Avanzadas

08/2007–06/2012

(Interdisciplinary Professional Unit in Engineering and Advanced Technologies)

- Bachelor in Telematic Engineering with global score of 9.31/10
- Exchange semester in the Universidad Politécnica de Valencia (UPV), Spain under the SMILE agreement
- Speaker in national science and engineering congresses: *Experiencias Telemáticas*, *CMICE*, *AMICEE*
- Author and Co-author of technical papers in national and international congresses

TRAINING AND CERTIFICATIONS

Ticher Institute – Project Management Diploma + Digital Transformation Module

03/2019 – 04/2019

- Aligned with the PMI's PMBOK (Project Management Body of Knowledge) v6
- PMP examination planned for Q3 2019

Instituto Stratominds – Project Management Diploma

04/2014 – 06/2014

- Aligned with the 5th version of the PMI PMBOK
- CAPM with license number 1877152 valid through Dec 2020

Bachillerato Tecnológico Plantel Fundación Azteca

2007–2008

- Studied the Cisco Certified Networking Associate (CCNA) Student Pilot Program

CONFERENCES AND PAPERS

- Speaker at 2do Congreso Experiencias Telemáticas, UPIITA [2013], “El ingeniero, ¿Sólo una herramienta?”
- EXPO UPIITA 2012, “TELESISMUX: Subsistema telemático para una estación sísmica remota”
- Antonio H. Zavala, Jorge Avante R., Quetzalcóatl Duarte R., J. David Valencia P., “RISC-Based Architecture for Computer Hardware Introduction”, 3rd International Conference on Computer Research and Development (ICCRD 2011), Shanghai, China. [2011]
- Antonio H. Zavala, David Valencia P., “Position Control System with Low-Cost Hardware”, Quinto Congreso Mexicano de Ingenieros en Comunicaciones y Electrónica [2010]

ADDITIONAL INFORMATION

- Software skills: MS Office intermediate (Word, Excel, PowerPoint and Visio). Entry-level in Microsoft Project.
- Operating systems: Windows 7, 10 and Linux | Network Management Systems, Service Desk Manager platforms
- Basic software development skills in Java, C++, MATLAB, Visual Basic; Basic Web development skills
- Languages: Spanish (native) | English (fluent) | French (beginner) | German (beginner)
- B1/B2 American Visa valid through 2025
- Interests: Technology, energy and automation; data science, global economy, human behavior, traveling, music, hiking and swimming