

Business-oriented, multi-cloud certified Cloud Solutions Architect with 15+ years' experience in telecommunications and enterprise **digital transformation**. I design and deliver scalable, **cloud-native solutions** for Tier-1 telcos, communications service providers and SME customers, aligning technology to measurable business outcomes. As a fractional CTO I led product strategy, engineering and GTM for startups serving SMEs; recently I've been architecting and deploying **agentic AI** solutions using **Model Context Protocol (MCP)** to orchestrate LLM agents and productionize RAG/agent workflows. Proven track record in **technical sales and pre-sales** — running PoCs/PoVs, engaging C-level stakeholders, and coordinating partner ecosystems to accelerate cloud & AI adoption

CORE COMPETENCIES

- + **Cloud & AI platforms:** Azure (including Azure AI / Azure OpenAI Service), AWS, GCP, AKS / Kubernetes, Serverless
- + **Agentic AI & RAG:** Model Context Protocol (MCP), agent orchestration, retrieval-augmented generation, LLM orchestration and production integration
- + **Solution architecture:** Cloud migration & modernization, microservices, API strategy, telecom domain architectures
- + **Pre-sales & GTM:** PoC/PoV design and delivery, technical demos & whiteboarding, ROI/TCO and cloud pricing conversations, pipeline ownership and forecast conversion
- + **Infrastructure & automation:** IaC (Terraform, CloudFormation), CI/CD, observability, security by design, cloud cost optimization
- + **Data & ML ops:** Data modernization, model deployment, MLOps patterns, integration with data platforms for ML-ready estates
- + **Stakeholder & leadership:** C-level engagement, partner enablement, cross-functional leadership, fractional CTO / product leadership experience

CAREER PROGRESSION

Solution Engineering Lead (Fractional CTO), RueCart Consult

Sept 2024 – Date

- Spearheaded the end-to-end development of a white-labelled marketplace SaaS platform for SMEs, delivering a scalable, cloud-native solution supporting **10K+ daily active users**.
- Architected a microservices-based system using **GCP Cloud Run, Kubernetes, and serverless frameworks**, integrating 3rd-party APIs for payments, logistics, and incentive management.
- **Designed and implemented agentic AI solutions** using **Model Context Protocol (MCP)** for orchestrating multi-agent LLM workflows, enabling automated product matching, customer support, and vendor onboarding.
- Acted as technical liaison between engineering teams, product managers, and external stakeholders to ensure feature alignment with business goals.
- Drove Agile & DevOps practices, implementing CI/CD pipelines with GitHub Actions and Terraform for faster delivery, improved scalability, and cost efficiency.

Consulting Principal Lead - Cloud Solutions Consulting, Amdocs

May 2023 – Aug. 2024

- Led strategic cloud discovery and transformation engagements with Tier-1 telecoms clients
- Designed and delivered scalable, multi-cloud solutions using Azure, AWS, and Kubernetes aligned to customer business goals
- Streamlined infrastructure provisioning using IaC tools such as Terraform and CloudFormation
- Advocated for direct SA-client engagement model—resulting in a **30% increase in lead conversions**.
- Delivered executive-level presentations and guided architecture decisions to influence key stakeholders..
- Realized client cost savings by optimizing cloud resource utilization and implementing automation frameworks

Pre-Sales Solutions Architecture, Mobile-Technologies Ltd

Mar. 2021 – Apr. 2023

- Partnered with telecom operators to design and implement **cloud-native digital onboarding platforms on Azure**.
- Migrated core services to **Azure Database for PostgreSQL**, reducing operational complexity and Oracle licensing costs by **30%**.
- Designed integration with 3rd-party document management systems; later led the internal build of a proprietary solution, boosting annual revenue by **15%**.
- Translated business requirements into architectural blueprints, PoCs, and sales-winning proposals.

Customer Solutions Architect, Telenity

Aug. 2018 – Mar. 2021

- Designed and deployed **carrier-grade cloud solutions** on GCP and AWS for telecom clients in EMEA.
- Enabled **API monetization** via microservices and API gateways, generating new revenue streams for clients
- Transitioned legacy deployments to scalable cloud-hosted services, improving uptime and reducing OPEX
- Designed a **SaaS-based recurring revenue framework** that improved customer retention and reduced churn

Senior Sales Consultant - Communications Global Business Unit, Oracle

Sep 2014 - May 2018

- Pre-sales lead for Oracle Communications portfolio (Signalling, SBC, Policy, Charging, Subscriber Data Management) for Tier-1 telcos across West Africa
- Produced winning **RFP responses, demos, and PoCs** aligned to client architectures and commercial goals
- Influenced cloud adoption strategies by aligning Oracle's solutions with clients' digital transformation roadmaps
- Drove adoption of Oracle Communications Network Solutions across major CSPs including MTN, Airtel, Globacom

Earlier Career

- Core Network Solutions Architect | Globacom Ltd | Sep. 2010 – Sep. 2014
- Managed Services Engineer – Core Network (Back Office) | LM Ericsson
- Software Developer | Quanteq Technology Services

EDUCATION

- **Master of Science in Telecommunications**, Birmingham City University, UK | 2012
- **Bachelor Technology in Electronic/Electrical Engineering**, LAUTECH, Nigeria | 2005
- **NanoDegree, Data Structure and Algorithm**, Udemy | 2022

CERTIFICATIONS

- Microsoft Certified: Azure Solutions Architect Expert | Aug. 2023
- Microsoft Certified: Azure Administrator | June 2023
- KCNA: Kubernetes and Cloud Native, The Linux Foundation | Feb. 2023
- AWS Certified Solution Architect – Associate (AWS-SAA)
- Google Cloud Certified Professional Cloud Architect and Professional Data Engineer | Oct. 2019

VOLUNTEERING

Cloud-Native Solution Engineer (Volunteer) - Cornerstone Chapel, Moncton

2022 - Present

- Designed, architected, and built a **fully cloud-native platform** to manage all core operations of the organization, including: Member database automation, Finance and giving automation, Attendance tracking.
- Delivered an integrated **mobile app, web app, database, and backend services** hosted on the cloud with automated workflows to reduce manual admin effort by 80%+.
- The solution enables real-time insights for leadership, seamless member engagement, and scalable growth for the community.
- Client mobile app(Android, iOS and Web): <https://onelink.to/gv9p7h>