RAYMOND KIPNG'ETICH

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PROFESSIONAL SUMMARY

A highly skilled and results-driven Enterprise Product Manager ,IT and Cloud Solutions Architect with deep expertise in data storage, backup, ransomware protection, cloud solutions, and virtualization. Adept in bridging business requirements with technical solutions, delivering value-added technologies, and providing exceptional customer-centric support. Demonstrates proven leadership in guiding cross-functional teams, developing Go-To-Market strategies, and managing enterprise IT and cloud deployments. Consistently recognized for technical expertise and commitment to customer success.

EMPLOYMENT EXPERIENCE

HUAWEI - Kenya December
2022 - present

Enterprise IT and Cloud Solutions Architect

Responsibilities
- Enterprise Solutions team Lead- Kenya, Somalia, Comoros, Mauritius, Madagascar and Seychelles

- Designing Data storage, Backup, Ransomware protection and Cloud Solutions for Enterprises across Kenya, Somalia, Comoros, Mauritius, Madagascar and Seychelles

- Bridging enterprises business requirements with technical implementations.

- Ensuring Seamless integration of new solutions into existing infrastructures

- Developing IT and Cloud Go-To-Market Strategies and provide feedback to R&D.

- Designing, Implementing and managing IT and Cloud infrastructure solutions to meet the well architected framework pillar requirements for Enterprise private cloud needs.

- Collaborating with cross-functional teams to gather business requirements, define technical specifications and design infrastructure solutions aligned with business objectives.

- Staying current with emerging technologies, trends and best practices in Storage, Backup, Virtualization, Cloud and Security in order to advise enterprise CXOs on technology strategy.

- Driving customer engagements, market insights and market management to recognize and cultivate leads and grow business pipeline.

- Guiding Enterprise Customers and Developing RFP technical specifications

- Dedicated to providing clear IT and Cloud roadmap and introducing new solutions through Proof of Concept (POC) to customers, embodying Huawei's commitment to customer success and technology leadership

- Launching new Products/Solutions and Targeted industry marketing

- Overseeing Implementation to ensure solutions fulfill the business requirements

- Ecosystem Partner development through training

- Cloud Migration and Hybrid Cloud strategies

- End to End Storage Product Management

Notable Achievements

- Increased Huawei Storage Market share in Finance, Transport, Government and Commercial industries. Awarded Future Star award 2023
- High Level Presentations including Cabinet secretaries and President of Kenya ,2024
- Successfully implemented the first case of Huawei Cloud Backup in Kenya ,2024
- Awarded Shining Star Award ,2024 Q2
- Awarded Best Customer Centricity Award 2024

Huawei - Kenya July 2022 – November 2022

Wireless Engineer
Responsibilities
- Deploy Huawei 5G sites and Configurations at Safaricom
- After Deployment, customer training
- Site knowledge handover and training
- LTE TDD 2600 Deployment
- Site Quality Check
- Managing channel partners to ensure quality delivery

Notable Achievements

- Awarded the best Huawei Graduate Management Trainee Award
- Deployed 50+ 5G Sites
- Improved LTE Rural Coverage

EDUCATION

- B.sc Electrical and Electronics Engineering, The University of Nairobi, 2017-2022

KEY SKILLS

HUAWEI STORAGE SERVICES:

Storage Services:
- All-Flash Storage
- Flash-to-Flash-To-Anything(F2F2X).
- Backup Storage
- DCS Virtualization
- eBackup
- Pro-active O&M(DME)
- Object Storage
- Archiving
- Distributed Storage
- Multi-Layered Ransomware Protection (MRP)

Huawei cloud:
- Elastic Cloud Server (ECS)
- Data Replication Service (DRS)
- Cloud Security
- Cloud Container Engine (CCE)
- Bare Netal Servers (BMS)
- Huawei Cloud Stack (HCS)

AWS Cloud Services:
- EC2, VPC
- CloudFront
- Elastic Container Services
- Elastic Load Balancing

Architecture Design:
- Scalability, Availability, Scalability and Performance Consideration
- Understanding architectural patterns and best practices.

Compliance and Governance:
- Security Consideration and Compliance and Frameworks

Technical Communication:
- Cleary communicating to technical and non-technical stakeholders/customers the value of solutions provided

Documentation:
- Exceptional High-level designs and Low-level designs for both technical and non-technical teams.
- Clear statements of Compliance in Responding to RFPs.
- Clear Presentations to drive solutions Value

CERTIFICATIONS

- Huawei Certified Specialist Expert Presales- Data Storage

- Huawei Certified ICT Associate – Data Storage
- Huawei Certified ICT Associate – Datacom (Networking)
- Huawei Certified Specialist Professional Presales – Data Storage
- Huawei Certified Specialist Professional Presales – Optical Access
- Huawei Certified Specialist Expert Presales- Data Storage
- Huawei Certified Specialist Professional Presales – Intelligent Collaboration

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REFEREES

Dr. Akuon Peter	Kennethe Matiba
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More Referees Available on request