

Francis Kariuki Kamau

Product Manager

Contact Information:

Email: frankaris07@gmail.com

Phone: +254728132704

LinkedIn: <https://www.linkedin.com/in/francis-kariuki-6b787a127/>

Professional Summary:

Experienced Telecommunication and Information Engineer with a solid background in the Telecommunications and IT sectors. Proficient in Python, datasets, wireless, and core network solutions. Adept at solving technical and commercial challenges, with a strong focus on delivering optimal solutions.

Professional Experience:

Huawei Technologies (2022 - Present)

Product Manager / Regional Technical Sales

- Developed go-to-market strategies.
- Guided annual and mid-term budget planning.
- Planned wireless target networks.
- Provided guidance on spectrum, site evolution, and network capacity.
- Led data collection and analysis for GSM, UMTS, LTE & NR networks.
- Generated network insights and planning reports using Tableau and Rabbit visualization.
- Analyzed network capacity and coverage to recommend congestion reduction solutions.
- Planned for new site builds and frequency modernization.
- Drove 5G Fixed Wireless Access sales and advised on 5G network development.
- Managed rural network sales for Huawei Rural Solutions in Sub-Saharan Africa.

Huawei Technologies (Feb 2022 - July 2022)

Management Trainee

- Analyzed data using Data Cube CEM.
- Deployed SmartCare services.
- Engaged with customers and R&D to meet SOC tool requirements.

Baran Telecom Networks Kenya Limited (Feb 2022 - July 2022)

Field Engineer

- Provided technical support for various systems.
- Conducted wireless hotspot surveys and installations.
- Performed product testing and electronic circuit design.
- Designed and deployed wide area networks and LoRaWAN/NBLoT/Sigfox nodes.
- Installed and configured network devices and fiber networks.
- Supported and maintained network communication systems.

Adpower Limited (JTL) (Jun 2017 - Dec 2021)

Engineer

- Installed fiber and commissioned routers.
- Conducted fiber and power installation surveys.
- Managed technician teams and reported on fiber installation progress.

Education:

Jomo Kenyatta University of Agriculture and Technology (JKUAT) (Sep 2016 - Dec 2021)

BSc. Telecommunication and Information Engineering, Electrical and Electronics Engineering (Second Class Honors)

Flight Training Centre (2013 - 2018)

Flying License

Pioneer School (2012 - 2015)

High School Diploma (Grade: A-)

Certifications:

- Cyber Security for Service Works (Huawei)
- AWS Solution Architect (Diploma)
- Python Programming (Basic)
- Interconnecting CISCO Networking Devices (CCNA, Diploma)
- HCIA 5G
- Boundary Meters Installation and Commissioning (Hexing)

Skills:

- Problem Solving
- Active Listening
- Negotiation
- Storytelling
- Relationship Building
- Research
- PowerPoint Presentations
- Adaptability
- Strategic Planning
- Analytical Skills
- Team Leadership

References:

- Name: Chen Lin
- Email: chenlin163@huawei.com

- Phone: +254717585242