






# Francis Kariuki Kamau

Accomplished product manager and technical sales professional with extensive experience in telecommunications and big data engineering. Proven expertise in developing go-to-market strategies, strategic planning, and financial budgeting to drive business growth. Adept at leveraging advanced visualisation tools like Tableau to generate actionable network insights and optimise capacity for GSM, UMTS, LTE, and 5G networks. Skilled in cloud architecture, user experience design, and agile methodologies to deliver innovative solutions. Demonstrated success in leading cross-functional teams, managing rural network sales across Sub-Saharan Africa, and implementing cutting-edge technologies that aims to bridge the digital divide. Strong analytical skills combined with a proactive approach to problem-solving and relationship building ensure effective collaboration with stakeholders. Career focus on driving technological advancements and delivering impactful results in the telecommunications sector.

## CONTACT INFORMATION

-  Nairobi, Nairobi, Kenya
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## SKILLS

- Problem Solving
- Active Listening
- Negotiation
- Storytelling
- Relationship Building
- Research
- PowerPoint Presentations
- Adaptability
- Strategic Planning
- Analytical Skills
- Team Leadership
- Cloud Architect
- Marketing
- Product Development
- Go-to-Market Strategies
- Product Strategies
- User Experience Design
- Strategic Planning
- Ability to present the company
- Agile methodology familiarity
- Business development
- Pay per click campaigns
- Proactive self starter
- Brand building
- Mobile marketing techniques
- Market understanding
- Financial budgeting and forecasting
- Facebook, Twitter and Instagram proficient
- Visualisation tools

## EXPERIENCE

### *Product Manager / Regional Technical Sales* Huawei Technologies

- 01/2022 - Current
  - 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

### *Big Data Engineer* Huawei Technologies

- 02/2022 - 07/2022
  - Managed the development and implementation of big data driven solutions
  - Designed and implemented ETL/ELT processes using Hadoop to optimize data processing pipelines
  - Developed data models and visualization for data analysis, enhancing decision making processes
  - Collaborated with R&D engineers to develop new use cases for users, driving innovation and user engagement
  - Built a secure, scalable and easy to operate containerized infrastructure
  - Monitor cluster components
  - Deployed SmartCare services

- Product positioning
- Account management
- Competitive and trend analysis
- Campaign management software
- Negotiation tactics
- Sales techniques

### 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)

### WEBSITES, PORTFOLIOS AND PROFILES

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

### REFERENCES

Chen Lin,  
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### LANGUAGES

English: C2  
Proficient

Swahili: C2  
Proficient

French: A1  
Beginner

### HOBBIES AND INTERESTS

- Product Learning

- Maintained clean, safe working environments to eliminate accident risks.

### Field Engineer

Baran Telecom Networks Kenya Limited

- 02/2022 - 07/2022
  - 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/NB-IoT /Sigfox nodes
  - Installed and configured network devices and fiber networks
  - Supported and maintained network communication systems

### Engineer

Adpower Limited (JTL)

- 06/2017 - 12/2021
  - Installed fiber and commissioned routers
  - Conducted fiber and power installation surveys
  - Managed technician teams and reported on fiber installation progress

### EDUCATION

12/2021  
BSc. Telecommunication and Information Engineering,  
Electrical and Electronics Engineering  
Jomo Kenyatta University of Agriculture and Technology  
(JKUAT)  
GPA: Second Class Honors

01/2018  
Flying License Aviation  
Flight Training Centre - Nairobi, Kenya  
• Successfully acquired Pilot License

01/2015  
High School Diploma  
Pioneer School - Kenya  
GPA: Grade: A

### ACCOMPLISHMENTS AND AWARDS

- Led Huawei Kenya 4G Wi-Fi Router Sales 2023: Boosted 4G and 5G router sales and kept customers loyal by implementing dynamic marketing campaigns. 4G and 5G subscribers increased by 25%
- Africacom 2023 and 2024: Engaged in high-level customer interactions to strengthen partnerships with all Sub-Saharan Operators. These interactions led to the improved network quality

- Coding
- Football enthusiast
- Socializing
- Swimming
- Languages

through data driven conversation

- Botswana BTC 5G Project: Participated in 5G High level design and business design leading to the development of 5G infrastructure
- Zimbabwe mini Mobile World Congress: Engaged with Zimbabwe TelOne and NetOne and Liquid to discuss 5G Business Success and led to the development of 5G in Zimbabwe.
- Kenya Safaricom Mobile Congress: Led Huawei in customer facing engaging key stakeholders to discuss 5G Business Success and affordable devices. This has led to increase of 5G terminal by over 200,000 and site penetration rate to rise by 1000.
- Engaged in Madagascar, Mozambique, Comoros Rural Projects: Designed technical rural solutions that bridged the digital divide and reduced ROI by less than 3 years.
- Awarded Best Team leader and Learning MVP: Attended Global Wireless Network Training in Shenzhen, China and gained recognition for work done in Sub-Saharan Africa.
- Future Star Award: Received an award for pioneering new approaches and collaborating effectively with team members to implement a customer-centric strategy reaching our customer targets