

Name: **Dov Aronovich**

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### **Summary**

Highly motivated and self-driven telecom professional, with 25+ years with vast experience managing large scale of projects in the global market.

Accomplished target driven project manager experienced in the various project stages- Business Negotiations, off shore and near shore employee management.

Proficient combining macro and micro management to drive forward sales and operational deliverable to maximize revenue potential.

Specialist:

Managing international multi organizational companies and subsidiaries dealing with complex engineering and infrastructure projects.

Effective in driving growth, generating revenue, capturing market and erecting new territory operations.

Leading large-scale commercial activities, managing multi-million Dollar bids and tenders.

Meeting difficult sales targets and quotas.

Professional standards and work ethic.

Providing real time Solutions for high-level business conflicts.

Non-compromising customer care.

### **Country manager in Ethiopia**

Mar 2023 –

- Develop strategy for overall business development –Telecom Infrastructure including:
- Lattice towers, Self-support towers civil works, power systems, In-building Systems
- Manage overall commercial and Operation functions of the business.
- New opportunities and tenders.
- Project Budgets plan P&L approve by HQ.
- Project budget 8M\$

### **Country Manager Horizon B.V in Liberia**

Jan 2019 – Aug 2022

- Responsible to open new businesses opportunities in Africa.
- Develop strategy for overall business development.
- Signing contracts (social agreement for logging Knobo community)
- Project budget and P&L approve by HQ .
- Participate in Global Tenders
- Planning new Telecom Sites and fiber optic rollout from Monrovia to Bucanen

## **Country Manager MER Telecom Tanzania**

Jan-13- Dec-18

- Develop strategy for overall business development –Telecom Infrastructure including:
- Lattice towers, Self-support towers civil works, power systems, In-building Systems
- Manage overall commercial and Operation functions of the business.
- Project Budgets plan P&L approve by HQ.
- Main Clients: Helios Towers Tanzania, Halotel , TTCL, Airtel, Vodacom, Huawei, Nokia  
Responsible for direct sales for 20M\$.

## **Manager for U.N.E.C.A and U.N.D.P Addis Ababa Ethiopia**

Jan-12- Dec-13 Turnkey projects

- System approval (CDR)
- Active equipment certification
- Releasing goods from the custom
- Project managing with own stuff and subcontractor
- Project budget Plan
- Project Schedule Plan
- Installation civil, software, hardware
- System activation
- Milestone payments
- Handover protocol
- Project value 8M\$

## **Country Manager Ukraine (GSM/DCS/UMTS) Tele-Group Ukraine,**

Jan 2007 – 2011 Turn-key projects for Mobile Operators Kiev star/MTC / Life

- Business Development New Business in the country
- Network planning (RF & transmission planning, SS, TSS, and Optimization) Site Hunting, Towers(self-lattice), Indoor Systems
- Project managing with own staff and subcontractors.
- Financial and contracting documentation.
- Project Schedule Planning.
- Installation works supervising.
- System activation.
- Site/system approval.
- Pre and Final acceptance and handover to the customers (Kievstar, MTC , LIFE)
- Turn Over more than 10M\$

## **CTO and Founder (GSM/DCS/UMTS) Tele-Group Bulgaria**

Jan 2003 - Jan 2007

Turn-key Indoor/Outdoor projects for Mobile operators Mtel , GloBul and VivaTel

- Network planning (RF & transmission planning, SS, TSS, and Optimization)
- Site Hunting, Outdoor systems, Indoor Systems
- SWAP sites (160 sites for HUAWEI)

- Project managing with own staff and subcontractors.
- Financial and contracting documentation.
- Project Schedule Planning.
- Installation works supervising.
- System commissioning.
- Site/system approval
- Pre and Final acceptance and handover to the customers (Mtel,GloBul,VivaTel)

## **Project Manager in Bulgaria (Mtel Mobile Operator) Highway rollout Leadcom Bulgaria**

Jan 2002 – Nov 2002

GSM1800 Highway Project Mtel Bulgaria.

- Nominal Plan
- Creating coverage plots
- TSS Technical Site Survey
- Project managing with own staff and subcontractors
- Installation works supervising
- Financial and contracting documentation
- System activation
- Site approval
- Final acceptance and handover to the customer

## **Leadcom Project Manager in Italy for Nokia (GSM/DCS)**

Jun 2000 - Nov 2001

BLU GSM-1800 Rollout Project at NOKIA Italy

- Cell site evaluation, selection and approval (new BTS Rollout process).
- Coverage, capacity and frequency planning using NOKIA NPSX (UNIX) RF tool.
- Link budget and power level calculation.
- Coordinating and performing drive-tests
- Measurement data analysis using MapInfo, GIMS and FICS software.
- Nominal Plan calculation.
- TSS
- Coverage, capacity and frequency planning (MapInfo, dB Planner RF tool).
- Weekly meeting with Nokia management Project Update
- Permit to Build documentation

## **Technical Director Eurocom Israel LTD.**

Jan 1995 – May 2000

- Telecomm equipment installation
  - Planning Satellite links E1/T1
  - Coordinate subcontractors
  - Customer care (Golden lines)
- Maintenance Engineer Level B and D

Electronic Engineer (Telecommunication)

Serve in the air force 4 years (Flight Engineer)

