MOATAZ SOLIMAN

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EXPERIENCE

Senior Product Manager – Data collection frameworks
Nokia

Ottawa, ON
Jan 2019-Present

- Leading a network automation market penetration initiative into the MEA region by working closely with a leading high touch telecom provider serving 160 million customers. Developed requirements into detailed use-cases and delivered successful PoCs that lead to 3 new customer engagements in the region.
- Drove product strategy and roadmap of a scalable network traffic and data collection engine. Took product from alpha to production offering with a solid sales pipeline of 6 customers.
- Led product strategy and roadmap of a strategic Cloud initiative, launching a Cloud Lab as a Service (LaaS) platform with a user base of 30 different Internet service provider organizations and Telecom enterprises in the first 6 months.

Product Manager – APIs and Partnerships
Nokia

Ottawa, ON
Oct 2017-Jan 2019

- Managed a $2.5M budget and drove product integration strategy for Nokia's network management platform that is deployed by 800+ global Internet Service Providers (ISPs) and Telecom enterprises.
- Drove online product presence roadmap for a new developer experience program, launching a new developer portal with access to APIs, tutorials and documentation. The portal had more than 100 visits/day in the first week.
- Put in place a new partnership model to foster strong business relationships with prospective and existing partners, resulting in acquiring a new partner and an additional $100,000 in revenue in the first month of operation.
- Managed a product technical re-architecture initiative to optimize the core platform that resulted in a 30% boost in engineering team's velocity.
- Coordinated integration activities among technology partners including large global enterprises such as IBM and HP, enabling streamlined joint product development and efficient mutual customer targeting.
- Utilized a data-driven approach to coordinate landing page optimization efforts with the user-experience team to update the dev portal UI with React components, leading to conversion lifts between 10-25%.

Team lead – Data Integration Team
Nokia

Ottawa, ON
Mar 2017-Oct 2017

- Led the post-acquisition consolidation efforts to integrate Deepfield's (acquired company) analytics product with Nokia's Network management product for network traffic optimization and smart peering management
- Delivered successful integration proof of concept of an integrated data analytics product that was presented at SReXperts Conferences in APAC, EMEA and NA regions leading to multiple customer engagements.

Team lead – Big Data Analytics & Reporting
Nokia

Ottawa, ON
Feb 2015-Mar 2017

- Led product development of a Big Data Network Analytics product from initial concept to release.
- Led initial architecture design and development activities resulting in a successful product launch with 20% reduction in development cost, a 10% customer base growth in the first year and multi-million dollar re-occurring revenue.
- Started and grew the big analytics team to a global cross-cultural team of 13 members across 3 continents.
- Technologies: Python, HDFS, Vertica Columnar Db, Jaspersoft, Kafka, Apache Spark, Redis, Cassandra and gRPC.

Co-Founder and Lead Developer
Valyria Inc.

Ottawa, ON
May 2014-Sept 2016

- Managed and led product strategy and development of multiple consumer Android and IOS mobile applications from inception to delivery with 1000+ free downloads in the first 1-2 weeks of release

EDUCATION

Master's degree of Engineering Management
Telfer School of Management at the University of Ottawa   - (GPA 3.95/4)

Ottawa, ON
Sept 2013-Apr 2016

Bachelor of Engineering (B.Eng.) in Software Engineering
Carleton University – Graduated with High Distinction   - (GPA 3.97/4)

Ottawa, ON
Jan 2010-Apr 2013

- Senate Medal for Outstanding Academic Achievement (2013), William Beckel Scholarship (2012), Gerhard Herzberg Scholarship (2011), General In-course Scholarship (2010), Dean's honor list 2010-2013.