MOATAZ SOLIMAN

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EXPERIENCE

Senior Product Manager – Data Collection & Mediation Platforms — **Ottawa, ON**
Nokia — **Jan 2019-Present**

- Leading a network automation market penetration initiative into the MEA region by working closely with a leading high touch telecom provider that is serving more than 160 million customers.

- Developed customer requirements into detailed use-cases and delivered successful proof of concepts that resulted in a large-scale deployment of a $4M network management system and 3 new customer engagements in the EMEA region.

- Drove product strategy and roadmap of a scalable data collection engine for network traffic and inventory. Took product from alpha to production offering with a solid sales pipeline of 6 customers.

- Led product roadmap of a strategic cloud initiative, launching a Cloud Lab as a Service (LaaS) platform based on Azure with a 2000+ user base. The platform reduced the average demo creation time for potential customers by 35%.

Product Manager – APIs and Partnerships — **Ottawa, ON**
Nokia — **Oct 2017-Jan 2019**

- Managed a $2.5M budget, driving product API & 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 to provide access to APIs, tutorials and documentation. The portal had more than 100 visits/day in its first week.

- Put in place a new partnership model to foster strong business relationships with prospective and existing partners, resulting in a 15 % growth in participation in the partner ecosystem.

- Managed a product technical re-architecture initiative to optimize the core platform on which the developer portal was built that resulted in a 30% boost in engineering team's velocity.

Team lead – Data Integration Team — **Ottawa, ON**
Nokia — **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 concepts 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 — **Ottawa, ON**
Nokia — **Feb 2014-Mar 2017**

- Led product development of a Big Data Network Analytics product from initial concept to release. The product is currently being used by over 50 major internet service providers and telecom enterprises around the world.

- Led initial architecture design and development activities resulting in a successful product launch with a 20% reduction in development cost, a 10% customer base growth in the first year and a 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.

EDUCATION

Master's degree of Engineering Management — **Ottawa, ON**
Telfer School of Management at the University of Ottawa   - (GPA 3.95/4) — **Sept 2013-Apr 2016**

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