

Telecom Solution Manager

Analytical and technically-minded professional with extensive experience in solution development (IP optical 5G and cloud), service, and project management across Asia Pacific and Middle East region.

Proven track record of excellence in developing innovative/advanced solutions, technical architectural designs, and infrastructure programmes underpinned with specialist expertise and experience in mission-critical high-performance-based systems. Skilled in managing projects from start to finish, preparing strategic plans and control structures, and ensuring successful delivery within time and budget. Adept at investigating and resolving technical issues, translating business needs into technical solutions, and directing teams to achieve shared visions and goals. Demonstrated value-add expertise in IP, DWDM and Access networks. Success in end-to-end bidding processes from proposal to price submission and Project Delivery in both enterprise and telco scale.

Areas of Expertise

- Solution Architecture
- Project Business & Master Plan Design
- 5G, AI, Cloud Network & Computing
- Business & IT Strategy Alignment
- Team Building & Leadership
- Executive-Level Communication
- Technical Problem Resolution
- Digital Transformations
- Network Consultancy
- Product Management
- Public Speaking
- Project Administration

Career Experience

Huawei, Thailand

2021 – Present

AP Regional Solutions Manager

Contribute to global loop supporting projects in South America, Europe, and Middle East (across 33 countries, including Dubai, Oman, Qatar, and Saudi Arabia, Malaysia, Thailand, Philippine, Korea, Japan, Argentina, Brazil, etc.) as Regional Solutions Manager. Use exceptional public speaking skills at multiple annual events and workshops in region, such as MWC, and GITEC, and CommunicAsia. Update CTO with technical solutions and strategies during project bidding and annual marketing events. Offer technical design and solution consultancy service to customers for IT/ICT infrastructure related solutions, such as Campus Router, Server, Storage, and Cloud. Prepare and present quotation/technical Proposal based on tender/ customer requirements. Strengthen customer and technical team relations. Train partners and lead Partners to expand market.

- Led successful delivery of telecom transport network projects at state level, including IP core, Metro Ethernet transport networks (FBB/MBB), and 5G mobile backhaul, and Cloud-Network Interconnections.
- Designed and implemented enterprise-scale network solutions, such as cloud campus, WAN, security, enterprise data centre design, enterprise digital transformation plan, and target network blueprint design.
- Assessed and determined customers challenges to provide corresponding consultation to develop new business opportunities.

- Lead and guide project team to identify and secure business opportunities with account manager/channel manager/ service manager.
- Used broad knowledge of internet and standard associations to create TCO analysis plan to show RIO and technical advantage in saving equipment, Footprint and energy costs.
- Conducted apple to apple comparison between price and product to assist customers in choosing best product best price.
- Implementation of a Digital Transformation Strategy in Airtel. To enhance customer experience and drive profitability by modernizing their existing systems and networks, and introducing new products improved customer service, lower costs, faster speeds, and better coverage. Additionally, the strategy provided a blueprint for a faster, leaner new operating model.
- 5G implementation Strategy in NTT DoCoMo. Strategy was designed to handle large amounts of data traffic, access content faster and offer a better customer experience and service quality.
- Finance cloud in China Mobile, on-demand access to computing resources and enable to offer cloud-based services such as virtual desktops, mobile applications, and storage solutions. Additionally, the company was able to reduce infrastructure costs and increase agility, easily scale by demands.
- South Korea's SK Telecom, Australia's Telstra, Singapore's Straub Business Strategy Framework Plan

Huawei, Dubai, UAE, 2006 – 2021

ME Regional Solution Manager

Provided exceptional solutions and business sales consultancy in MENA Region. Created and implemented integration solutions amongst heterogeneous platforms. Streamlined project operations in close collaboration with different technical teams from different countries. Contributed to network planning, such as service planning, fixed network planning, and mobile network planning. Designed and executed customer-oriented total solutions based on market demand and corporate solutions strategy. Provided expert-level business consultancy via marketing analysis, strategy analysis, financial analysis.

- Ensured achievement of the solutions via technical exchanges with CTO and high-level management.
- Served as leader for delivering and developing technical solution for key accounts along with integrating resources from all product lines.
- Actively engaged with Pre-Sales and Business Network Consulting Team (BNC) to provide business and strategy consulting and recommendations to CXO level of operators.
- Used outstanding project management skills in multi-vendor projects, such as Huawei and Cisco/juniper interconnects, multi-vendor convergence high-level design, and low-level design.
- Supported transport projects, including presenting technical proposal to customer, highlighting value proposition, Quick Win, comparing solutions with industry solutions, and guiding bid team to win tender.
- Develop and implement regional business and strategy plans for leading telecom clients in the Middle East, including Du, Mobily, ET, VIVA, Zain, etc..
- Led market research, analysis, and forecasting to identify and capitalize on new opportunities in the Telecom industry for Telco in ME region.
- Improved operational efficiency and profitability of client projects by optimizing existing processes and introducing new technologies.
- Advised clients on best practices for achieving their goals and creating successful strategies.

- Develop Transformation Strategy, with a solid background in developing frameworks and roadmaps for emerging technology.

Key Projects

Axiata 5.0 Plan, (Low Cost per Bit)

True IDC Business MA (Consolidation Plan)

Globe Philippines, C2G Strategy Deployment (Cost 2 Grow)

Singtel Singapore: (Digital City, National Digital Identity)

MTN envisions 2025 (Digital Future Strategy Plan)

Swisscon OneNet until 2030 Plan (Infrastructure Monetization)

LGU+ 2025 strategy (Connected and Smarter Future).

Etisalat 2020 Strategy Plan, (Digital Transformation Acceleration)

Ooredoo Unify 2.0 (Cost Saving Unification Plan)

Vodafone Optima 2020 Plan

AT&T Domain 2.0, Strategy Plan Engagement (JIC Center Level)



Education

Associate degree in International Marketing Management

University of Liverpool, Liverpool, England

Bachelor of Science in Remote Sensing and GIS

University of Tehran, Tehran, Iran

Licenses & Certifications

AWS Certified Solutions Architect - Professional

Project Management, PMP, International Business Management Institute (IBMI)

Cisco CCNP/CCIP/ITIL/HCIE/MCSA/JNCIP-SP/JNCIS-SP

Awards & Achievements

Best Employee ME Region for consistent three years

ME Region Technical Interview Team Member

Professional Affiliations

Member of Global Solution Elite Team

Co-author of Oman National IPv6 Plan

Languages

English: Fluent

Technical Proficiencies

Digital Transformation, Environmental Governance, Consolidation & Diversification, And Operational Transformation, Business Analysis, Financial Modelling, Regulatory Compliance, Automation & Orchestration, Financial Technology

Enterprise IT, security, campus, WAN, UC design, access (FTTX), IP (SRv6), optical (OXC, DWDM), 5G, Target transport Network design

Personal Detail

21/03/1980 ▪ Male ▪ Married