

**Personal Details:**

- ❖ **Full Name:** Mohamed Saeed Elbushra Saeed Ibrahim
- ❖ **Date of Birth:** 5 June 1973
- ❖ **Status:** Married, have 4 Childs
- ❖ **Nationality:** Sudanese
- ❖ **Address:** Jabra Area, Block 16, Khartoum, Sudan

**Summary:**

I'm a consultant engineer and highly academic qualified in Engineering and Management with 20 years of exceptional track records in Telecommunications Engineering, TV Engineering, Project Management, Marketing, Sales, Planning, Administrative, Training, Consultancy, Trading, Investment and Manufacturing. In quest of a position with a dynamic organization to utilize accrued skills in providing tangible contributions to the bottom line.

**Key Skills:**

- ❖ Leadership and Communication Skills
- ❖ Initiative and Self Motivation
- ❖ Analytical Thinking and ability to providing multi solutions Skills
- ❖ Strategic Planning Skill
- ❖ Team building and Motivational Skills
- ❖ Ability to work under stress
- ❖ Green and Environmental Awareness Skills
- ❖ Expert practicing on all Windows' operation systems, MS offices and keen user of Internet

**Languages Skill:**

- ❖ Arabic (Mother Tongue)
- ❖ English (Fluent)

**Membership:**

- Consultant Engineer; Sudanese Engineering Council – ID: ( 1012 )

**Key Projects to Credit :**

- New products to Market, WSAM Co (2020)
- IP Core Modernization Project, SUDATEL Co (2018/2019)
- FTTH (Over IPBB / Over IP RAN Technologies), SUDATEL Co (2016/2017)
- IP RAN Project, SUDATEL Co (2016/2017)

**Education:**

- ❖ **Future University, Khartoum, Sudan** **2019 - 2021**  
Master of Science in Data Communications and Networks Engineering (V.Good)
- ❖ **Sudan International University, Khartoum, Sudan** **2016 - 2017**  
Master of Business Administration (MBA) specialized in Marketing (V.Good)
- ❖ **University of Gezira, Wad Medani, Sudan** **1994 - 1999**  
Bachelors, Honor degree (Third Class) of Electronic Technology, specialized in Telecom/Control Engineering.

**Courses & Training:**

- ❖ More than 25+ courses obtained and trained in Technical, Computer, Administrative and Management fields.

**Experiences (FULL TIME):**

**Head of Marketing and Sales Section** **2020 – Current**  
**WSAM for Pipes Co., Khartoum, Sudan**

**Key Responsibilities:**

- Direct supervising other sections of other director's sections and sub ordinates.
- Insuring to achieving the objectives and goals of Company
- Receiving periodic reports from sub ordinates.
- Revising a periodic identical of customers.
- Preparing and revising the contracts of clients.
- Supervising on operations of customers' accounts.
- Preparing the markets research analyzing the offered prices and an actual sales values.
- Preparing and studying the competitors on targeted customers, with reading the markets indexes.
- Establishing a strong relationship with customers (CRM).
- Following up the advertisement and planning of bids.
- Following-up the production, stores and test of materials.
- Opening new markets, designing the sales centers and exhibitions' halls.
- Following-up the collection money with Sales Representatives.
- Putting the annual planning and budget for section.
- Supervising regional and international sales offices and putting the plan and target for them.
- Following-up the attendances of sub ordinates.
- Determining the sales target of each sales engineer.
- Coordinating with Director and high Managers for supplying all needs of section.

**Specialist, IP Technologies Planning  
Sudanese Telecommunications Group (SUDATEL), Khartoum, Sudan****2018 – 2019****Key Responsibilities:**

- Contribute to the technology road map and support business-planning exercises to ensure that Sudatel follows the latest technology.
- Follow-up the performance of the all IP Data Networks elements and dimensions to ensure the proper planning of the high and low level of the network design.
- Conduct the optimization plan for the current all IP Data Networks core systems to ensure the quality of service.
- Prepare the technical proposal evaluation to ensure that they meet the marketing and strategic requirements include Highlight and manage the RFQ process for IP DATA network related services and projects.
- Plan, monitor, coordinate, and accept all new IP/MPLS developments, improvements, plan CAPEX budget and installations to evaluate the current network.
- Prepare weekly, monthly, quarterly and annual performance monitoring reports to management on STG's IP/MPLS infrastructure and provide recommendations on network improvements to assess the network performance.
- Carry out Capacity Planning, Network Design and Implementation for all IP Data Networks, plan for network security infrastructure, composed of firewalls, traffic monitoring and provide attack prevention/mitigation solutions.
- Review Designs & Validate all IP Services/Data Network Planning Infrastructure upgrades/changes before implementation.
- Forecast IP data Network capacity requirements to meet the growing traffic demands and subscriber projections as per the STG business plan.
- Ensure timely development of Project specifications for all new Data Network Platforms and services for submission to the Capital Projects Department for Implementation.
- Monitor the IP Data Network Nodes Licenses so that timely license upgrades may be carried out without exceeding capacity limitations.
- Recommend appropriate Data Network resilience and redundancy plans.
- Participate in Acceptance tests for all new Data Network Platforms and Services.
- Prepare the CAPEX annually for IP Core & IP Backbone.
- Identify and advise on new opportunities for STG to explore by providing products and services based on the evolution of technologies.
- Perform other ad hoc tasks assigned by management.

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**Senior Engineer - IP Technologies Planning  
Sudanese Telecommunications Group (SUDATEL), Khartoum, Sudan****2016 – 2018****Key Responsibilities:**

- ❖ Plan, monitor, coordinate, and accept all new IP/MPLS developments, improvements, plan Capex budget and installations to evaluate the current network.
- ❖ Prepare weekly, monthly, and quarterly performance monitoring reports on STG's IP/MPLS infrastructure and provide recommendations on network improvements to assess the network performance.
- ❖ Carry out capacity planning, network design & implementation, and project management for all IP data Network, plan for network security infrastructures, composed of firewalls, traffic monitoring and provide attack prevention and mitigation solutions.
- ❖ Review design & validate all IP services/Data Network Planning Infrastructure upgrade and changes before implementation.
- ❖ Forecast data network capacity requirements to meet the growing traffic demands and subscriber projection as per the STG's business plan.
- ❖ Ensure timely development of project specification for all new data network platforms and service for submission to the capital projects department for implantation.
- ❖ Monitor the data network nodes licenses, so that timely upgrades may be carried out without exceeding capacity limitations.
- ❖ Recommend appropriate data network resilience and redundancy plans.
- ❖ Participate in acceptance tests for all new data network platforms and services.

**Sales Engineer  
Abdul-Aziz Al-Fozan Est., Dammam, Saudi Arabia****2013 – 2016****Key Responsibilities:**

- Serving for B2B and Projects sales in Eastern Area for Low and Medium voltage cables, Telecom and Data cables, and others electrical and control cables and their accessories.
- Products existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommends changes in products, services, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems, developing solutions, preparing reports, making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, participating in professional societies.

- Provides historical records by maintaining records on area and customer sales.
- Contributes to team effort by accomplishing related results as needed.

**Senior Networks Engineer****2002 - 2011****Sudanese Telecommunications Group (SUDATEL), Al Khartoum, Sudan**

*Inducted as Executive Office Engineer and worked up the hierarchy to merit promotion to the position of Senior Networks Engineer.*

**Designation Chronology:**

- March 2009 - April 2011: Senior Networks Engineer
- January 2005 - February 2009: Data NMS Engineer
- January 2004 - December 2004: Data Networks Engineer
- January 2003 - December 2003: Executive Office Manager
- January 2002 - December 2002: Executive Office Engineer

**Highlights:**

- Played a pivotal role in minimizing the cost of Thabit Telecom's (Sudatel subsidiary) links from 8.1 million dollar (US) to 3.1 million dollar (US).
- Played as projects Manager for data services projects.
- Played as planning and developing Engineer overall Data Networks
- Played a key role in installing cables of LAN/WAN comprising of Fiber Optic and Ethernet cables, configured the LAN systems such as: L3 switches and Firewalls
- Acted as a catalyst in resolving technical problems in LAN/WAN and NOC systems.
- Instrumental in designing some reports by MS excel sheets to facilitate saving of database of data Networks and resources such as IP\_Back Bone customer's and systems' resources database.
- Instrumental in installing and configuring a Trouble Ticket and Fault Management System Project for a new network operation control system.

**Key Responsibilities:**

- Maintaining, testing and evaluating data network systems to eliminate problems, made improvements, escalating unresolved issues to Senior Network Engineers for timely solutions.
- Installing, configuring, upgrading and migrating software/tools as per requirements. Administering security and access control policies for maintaining database integrity.
- Planning and developing overall data networks comprising of IP DSLAMs, NGN access devices (MSAN), optical network unit access devices, ONUs, internet service, legacy data network, frame-relay, ATM-DSLAMs, ATM devices and data network NMS devices
- Summarizing the standard KPIs of data network and services to ensure compliance with organizational standards and guidelines.
- Planning all TX links of IP DSLAMs, internet links STM-1 and NMS links data network and legacy data network links including Frame-Relay, ATM-DSLAMs and ATM devices.
- Implementing DSL ports (ADSL and SHDSL) by means of dashboard reports executed by NOC and escalated the critical sites of DSL ports with other divisions.

## C.V

MSc, MBA

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- Optimizing data network related to company's business strategy and marketing guidance to chase short and long term network objectives.
- Recommending upgrades to data system, troubleshoot network performance issues to ensure smooth operation of company networks in order to provide maximum performance and availability for users.
- Reporting team performance trends, ensuring consistency, establishing policies/ procedures and coordinating communication of team results based on operational standards of the organization.
- Determining data integrity by monitoring data capture, quality and source and effecting data reconciliation through application of various tools.
- Formulating and establishing database policies and procedure encompassing database maintenance, security and archiving by evaluating and ensuring compliance of organizational requirements.
- Keeping abreast of latest technological advancements, utilizing and applied same in order to respond to distinctive needs of the organization.

### Transmission Engineer

2000 - 2001

Northern State T.V, Dongola, Sudan

#### Key Responsibilities:

- Operated, controlled, and maintained a (Harris - US) transmission system of Dongola T.V in adherence to company policies and procedures.
- Collated metrics data such as baseline, actual values for costs, schedule, work in progress, and work completed and reporting project progress to management to take curative actions in case of variance.
- Identified bottlenecks, resolved technical problems in TV, conducted delay assessments and effecting systems re-engineering.
- Submitted periodic reports of all ongoing process, both internally and externally to clients.
- Stayed updated with current technology and deliberating regarding viability of applying the same for the company.

### Experiences (PART TIME):

#### ICT Consultant

2019 - 2019

Freelancer, Khartoum, Sudan

#### Key Responsibilities:

- Providing an ICT consultancy services to Telecom Cos and Corporate.
- Helping clients to achieve their objectives regarding an ICT (Planning, Operation and Maintenance).
- Directing clients with latest technology in ICT to developing their business.
- Putting a strategic plan and budgeting for ICT to the clients.
- Holding training on ICT fields for staff of clients.

**Data Communications Trainer**  
**Sudatel Academy (SUDACAD), Al Khartoum, Sudan**

**2009 – 2011**

**Key Responsibilities:**

- Proffering instruction to the users regarding LAN system and Technology, IP Technology, Application, DSL Technology, Router overview and Configuration, L2 switch overview and Configuration and DSLAM switch overview.
- Troubleshooting and diagnosing technical problems, effecting corrective measures to resolve the same.
- Investigating new technologies and advising management regarding necessary enhancement.
- Performing regular system checks and preventive maintenance to ensure optimum system performance.
- Staying abreast with new developments in industry to enhance the system on an ongoing basis.

**Computer Trainer**  
**Dongola University, Dongola, Sudan**

**2000 - 2001**

**Key Responsibilities:**

- Provided teaching skills to the students in accordance to networks introduction, MS office 9x, MS widows9x and XP.
- Coordinated and implemented one-on-one instruction in an orderly and professional manner and met every class session promptly and ready for that sessions instruction.
- Proffered system analysis techniques and procedures including consulting with users to determine hardware/software or system functional specifications.
- Set specific goals for student's achievements and maintain accurate records of students' achievements in computer classes.
- Reported on a regular basis to senior management on performance of the class, propose corrective measures to ensure compliance to the approved plan.
- Kept abreast of latest technological advancements, monitored software use licenses, provided secure access to remote system users, recruited and trained personnel.