

SUZAN MHD ABIDO



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TELECOM EXPERT

Highly motivated telecom expert, with more than 14 years of experience in planning, designing, and managing networks for Syria's telecom operators. Looking forward with great enthusiasm to the next coming years.

CORE PROFICIENCIES

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|---|--|---|
| <ul style="list-style-type: none">▪ Deep understanding of Core network including IMS, EPC, VoLTE, MSS, MGW, HSS, PCRF, NFV MANO, MOCN, etc.▪ Great knowledge in Power equipment, including TPs, Big power, solar & ACs). | <ul style="list-style-type: none">▪ Solution management: Requirement understanding and solution design capability▪ Proposal Writing▪ New Business Development▪ Deal Closure | <ul style="list-style-type: none">▪ High capability to communicate with and influence customers▪ Project management (Prince2 foundation Certified)▪ Presentation skills |
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PROFESSIONAL EXPERIENCE

→ TELECOM & ENGINEERING CONSULTANT | *Nov 2018 – current*

Achievements/Tasks

- Design new projects (engineering/Telecom) according to the regulations of Syrian engineering syndicate.
- Provide telecom/power studies and research.

→ SOLUTION MANAGER | Huawei Technologies CO., LTD. | *April 2014 – Oct 2017* | *Damascus, Syria*

Tasks

- Promote Huawei's new solutions and create sales opportunities through customer and market insight.
- Build & maximize customer's relationships & loyalty.

Achievements

- Achieved a breakthrough in Syrian Telecom company network by winning a major contract to swap the existing power equipment of Ericsson & Siemens with Huawei power.
- Won the first Solar project (bidding contract) for Syrian Telecom company.
- Won major contract to replace existing core nodes for MTN Syria with Huawei core nodes: MSCs, MGWs & EPC.
- Designed the first cloud-based network for Syriatel.

→ CORE NETWORK PLANNING ENGINEER | Syriatel Mobile Telecom | *Dec 2005 – Mar 2014* | *Damascus, Syria*

Tasks

- Design yearly plan to meet growing network requirements.
- Review vendors' technical proposals (Ericsson, NSN & Huawei).
- Optimizing the network through monitoring KPIs and suggesting solutions.

Achievements

- Successfully designed the plan for the first Huawei BSC to be live on air.
- Successfully designed the plan for the first Huawei MSC & MGW to be live on air.

- As a technical project manager: Successfully closed the “1st Huawei swapping” project ahead of schedule & with no incidents.
- **IT ENGINEER** | Arab Forestry & Range Institute | *Dec 2004 – Dec 2005* | *Latakia, Syria*
- Monitor and maintain computers & network in the institute lab.
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EDUCATION

MASTER’S IN BUSINESS ADMINISTRATION (MBA)

HIBA - Higher Institute of Business Administration, Damascus, Syria

BACHELOR OF SCIENCE IN ELECTRONIC & TELECOM ENGINEERING

Damascus University, Damascus, Syria

TRAINING

NETWORK CONSULTANT TRAINING

Huawei HQ, China/Shenzhen (Jan 2015)

NEW TECHNOLOGIES TRAINING

Huawei HQ, Syria (2014- 2017)

HUAWEI, ERICSSON & NSN CORE TRAINING

(Planning & Design Basics, Operation & Maintenance, Signaling Analysis & Number Translation) (2006- 2013)

PMP PROJECT MANAGEMENT PROFESSIONAL

(Syriatel HQ) March 2013

PRINCE2 FOUNDATION CERTIFICATION

(Syriatel HQ) May 2010

LANGUAGES

English: Excellent reading, writing and oral skills

Arabic: Mother tongue

References Available Upon Request
