

# OGOHO EDOYEMI

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## TELECOMMUNICATIONS NETWORK STRATEGY& DESIGN □CAPITAL AND OPERATIONAL EXPENDITURE FORMULATION □IMPLEMENTATION AND PROJECT MANAGEMENT □NETWORK QUALITY AND OPTIMISATION □NETWORK OPERATION□NETWORK PLANNING

Executive with 16 solid years of devising and executing telecommunications network strategies and plans, operating mobile networks, managing associated capital and operational expenditure and leading teams' efforts that produced multimillion-dollar results via aggressive network rollout, network operations and support, process re-engineering for both in-source and managed services partners interface and governance, streamlining interfaces to business teams like marketing and sales, supply chain management and finance which provided the base for growth of telecom products and services and attainment of quality of service (QoS) targets and project cost optimisation. Technically sophisticated presenter, trainer and team leader with a customer centric focus. Core competencies include:

- Crafting, assessing and implementing network strategies to meet Quality of Service (QoS) targets and other business requirements
- Project management
- Negotiation skills
- Network modernisation strategies
- Executive-Level Presentations
- Team Building & Leadership
- Effective and efficient partner and vendor management
- Manage services governance

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## PROFESSIONAL EXPERIENCE

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### **Nigerian Communications Commission (NCC) – Abuja, Nigeria**

*(4 years of crafting new telecommunication industry policies and frameworks for this Telecommunication industry regulator)*

#### **Head Interconnect and Network Monitoring / Quality of Service** (August 2015 – Present)

- Direct and supervise Point of Interconnection (PoI) Monitoring.
- Coordinate QoS and PoI technical dispute resolution
- Direct and supervise Quality of Service (QoS) Monitoring
- Direct and coordinate Response to QoS, Interconnect and other PoI enquiries
- Coordinate Liaison with other departments of QoS and POI/Interconnect issues
- Direct and coordinate the Publications of PoI/QoS reports
- Identify specialised Training for direct reports and self
- Direct the institution of frameworks for Quality of Service and Interconnect management
- Coordinate the Quality of service aspects of Mobile Number Portability
- Drive the engagement with key industry stakeholders with respect to improving the quality of service delivery of the industry
- Institute programs and initiatives for the effective regulation of the telecommunication industry

### **Special Assistant Technical and Strategy to the CEO** (November 2013 – August 2015)

- Review technical and economic frameworks (like the Open Access Broadband Plan), regulations, guidelines and policies and make appropriate recommendations to the EVC / CEO.
- Coordinate and liaise with directors and Heads of different departments on technical, project management, policy, competition, regulatory and compliance related issues as maybe required
- Institute programs and initiatives for the effective regulation of the telecommunication industry
- Assess and recommend for approval different technology initiatives and solutions, as well as planned products proposed by 3rd parties to the EVC / CEO
- Represent NCC at different forums and articulate the NCC and / or the Nigerian Telecommunications position as maybe required
- Represent the EVC / CEO at events, meetings, forums, workshops etc as maybe required
- Lead the telecommunication industry Technical working group in continually streamlining and optimising different industry frameworks (e.g. MNP framework)
- Validate recommendations from the technical, project, policy, compliance, Policy competition and economic analysis, and corporate planning departments of NCC made to the EVC / CEO before approval
- Drive the engagement with key industry stakeholders with respect to improving the quality of service delivery of the industry
- Review and recommend frameworks for different sub-segments of the telecommunications industry to the EVC / CEO e.g. the Broadband framework

### **Head Spectrum Assignment** (July 2012 – October 2013)

- Oversee studies and surveys on spectrum utilization and requirements to enable determination and revision of current and future spectrum requirements.
- Contribute to the development of relevant laws and regulations guiding spectrum.
- Oversee the determination of pricing for spectrum.
- Coordinate the review of applications to NCC from licensees and other interested parties and recommend for approval to the Director, Spectrum Administration.
- Liaise with the authorisations and licensing unit in processing licenses for spectrum.
- Manage the technical coordination and registration of assigned radio frequencies.
- Provide guidelines on the methods, processes and techniques necessary to ensure accurate and reliable assignment of spectrum.
- Allocate frequency bands in line with the national frequency plan.
- Develop and execute spectrum and market access strategy through frequency coordination and licensing.
- Act as liaison between NCC and licensees.
- Champion the articulation of work programs and plans to enable the Spectrum Assignment function effectively perform its role of providing real-time information aid to the management decision making process.
- Ensure the development and issuance of Spectrum Licensing Conditions to Operators
- Oversee the allocation of human resource and other requirements in the coordination and assignment of spectrum
- Direct the preparation and implementation of budget in respect of Spectrum Assignment

## **Airtel Nigeria – Lagos, Nigeria**

*(7 years of fast-track, performance-based progression with this global telecommunications services provider)*

### **HEAD, Enterprise Solutions** (April 2012 – June 2012)

- Direct the design of business solutions to meet the specific requirements of enterprise customers
- Plan and build the upgrade of the existing mobile network to provide enterprise solutions to support enterprise business requirements
- Coordinate the efficient delivery of project plans and projects
- Coordinate the interface between the commercial teams and enterprise customers to fully cover enterprise requirements
- Utilise sales and marketing forecast to prepare annual operating plan (AOP) budget for the enterprise segment
- Drive regulatory compliance in the delivery of enterprise services
- Drive optimal last mile connectivity interface to enterprise customers
- Lead and motivate enterprise personnel towards the realization of set objectives

### **Selected Accomplishments:**

❑ **Set-up the Enterprise solutions team;** this involved setting up the structure and processes required for the delivery of enterprise solutions to customers

❑ **Successfully supported the sales team** that won business from a 1<sup>st</sup> generation bank in Nigeria for connection of several branches

❑ **Provided the Sales teams** with the capabilities and service offerings possible on the network

### **HEAD, Network Planning and Design** (2010 – 2012)

- Developed end to end network strategies and plans in joint effort with partners, vendors and ensured these meet business requirements, are scalable, meet Quality targets and future proof.
- Create and implement network development plans; report divisional progress to executive management.
- Assess Quality of Service (QoS) of the network and institute plans to address negative deviations from set targets while project managing the implementation of the plans.
- Manage 6 direct reports and schedule / assess training program for design and planning engineering personnel.
- Responsible for teams that manage technologies that include IP, GSM, WCDMA, TDM deployed in the PS and CS core, transmission (MW and fibre), MUX, IN, VAS, IP-MPLS.
- Recruited and built team that designed and planned the network and architecture for 3G network.
- Responsible for the efficient management of a \$400million capex portfolio
- Utilise sales and marketing forecast to prepare annual operating plan (AOP) budget for the network directorate
- Act as key network interface to other business teams like sales and marketing, supply chain, regulatory, finance and IT.
- Direct and control the delivery of a best in class network experience that continually meet business needs by ensuring all network strategy and plans meet the quality, cost and time objectives of the business via continual improvements in capex productivity and acting as the vital link between business teams (marketing, sales, regulatory, products, finance, IT, customer care and supply chain management) and partners/vendors towards continually delivering a best in class network experience

**Selected Accomplishments:**

□ **Completed and obtained board approval for the 5-year network strategic plan document including the 5-year and yearly budgets** in tandem with commercial requirements

□ **Completed coverage plans and directed site survey of 1500 2G sites and 2000 3G sites in 2 months** by driving the validation of required network plans from our strategic partners, and obtaining go-ahead approvals for execution from Airtel HQ

□ **Direct the build-out of the 1500 2G and 2000 3G sites** to ensure alignment to the project quality, cost and schedule targets.

□ **Direct the completion of planning and RFP specification for Lawful Intercept, national and metro fibre build-out** by driving RFP assessment conclusion and validation and securing required capex spend approvals ahead of schedule, while making a 20% saving on approved capex

□ **Direct the development of plans to improve the QoS across the various regions of Nigeria** by driving the delivery and validation of such plans and tracking the implementation of same based on schedule and ensuring the different interface departments like supply chain and finance meet their deliverable to meet the specified timelines. This resulted in the marked improvement of QoS indicators in most parts of the country and ensured Airtel QoS in Lagos was best amongst major PLMN's from benchmark drive-tests carried out.

□ **Process re-engineering of Airtel Nigeria internal processes in line with the managed services governance model** by acting as the key interface for the modification and crafting of new processes and responsibility matrix between the key internal technical functions of Airtel Nigeria and the managed services partners (Ericsson and Huawei)

**HEAD, CORE NETWORK (2008 – 2010) (Zain NG)**

Advanced into key executive role in network directorate, with full accountability for planning, design, implementation, operation and optimisation of the core network (CS and PS) to meet commercial projections both in-terms of capacity, new features and services as well as meet QoS targets for core.

**Selected Accomplishments:**

□ **Project Managed the expansion of the core network capacity from 10million to 20million subscribers** by leading the team that designed the core network architecture, planned the capacities and interconnectivities and interfaces, as well implemented the plan. This reduced the core network utilisation of some core network components from over 80% to under 65% improving quality of service delivery and enhancing the network carried traffic.

□ **Selected as one of the high potential employees for Zain** for 2008 based on job performance and acted on several occasions as network director (CTO)

□ **Completed the Implementation of the IP-MPBN backbone of the network in 2008** this enabled efficient utilisation of transmission resources, improved network routing flexibility and future proofed the network

**HEAD OF DIVISION CORE PLANNING (2006 – 2008) (Celtel NG)****ACTING HEAD OF CORE (SWITCHING PLANNING) (2006 – 2006) (Vmobile NG))****MANAGER SWITCHING HIGH LEVEL SUPPORT (2005 – 2006) (Vmobile NG)**

Recruited internally to direct team of subject matter experts in charge of core network planning in support of the voice and data requirements of the business and attain QoS target. Worked jointly with Product Development, supply chain management, customer care and regulatory teams to address competition, product enhancement, and operations and maintenance issues.

Instituted standard processes and procedures for various switching tasks and activities. Led the overall Core network operations and support teams. Provide 2<sup>nd</sup> level support for resolution of quality impacting issues in the network

**Selected Accomplishments:**

- **Project managed the successful migration of Celtel's legacy network to next generation network;** by swapping out all old TDM only based switches for NGN nodes that support both TDM and IP, as well as carrying intra-site traffic via IP
- **In-house competence development of core switching personnel** by correct assessment of training needs and driving delivery of required training. This enabled savings of over \$2million dollars in core capex, by carrying out core APG swaps, software upgrades, hardware expansions, HLR database migrations etc in-house. Received a commendation letter from the company for this.
- **Complete redesign of the core network architecture;** this simplified operations and maintenance, improved CSSR, reduced congestion on inter-MSC links and improved core network scalability
- **Launched the 3G trial network in record time and made the first 3G video call ahead of schedule in 2007;**
- **R9 to R10 and R10 to R12 software upgrade of the core network nodes;** this enabled the activation and offering of new services and features for product development as well as network optimisation. This was carried out by in-house personnel saving the company over \$1million

**MTN Nigeria – Lagos, Nigeria**

*(3 years of performance-based progression with this global telecommunications services provider.)*

**Ag. MANAGER HIGH LEVEL SUPPORT AND DATA CONTROL GROUP** (2004 – 2005)

**HIGH LEVEL SUPPORT SWITCHING OPERATIONS** (2002-2005)

Progressed through increasingly responsible positions, shifting from engineering to management roles within the network group. Direct the integration of core network nodes like MSC, BSC, SCP, HLR and TSC into the network. Investigation and rectification of core network configuration faults. Core network optimisation to meet QoS target objectives and instituting quality of service improvement initiatives

**Selected Accomplishments:**

- **Carried out Software upgrade from R8 to R9 for Ericsson core nodes** saving capex spend for MTN
- **Direct integration of core nodes** like HLR's, SCP's, MSC's, BSC's saving capex spend by MTN
- **Loading Software updates for the core network to resolve quality impacting issues**

**MOBITEL LIMITED – Lagos, Nigeria**

*(4 years of performance-based progression with this global telecommunications services provider.)*

**MANAGER ENGINEERING** (2001 – 2002)

**Assistant MANAGER ENGINEERING** (2000 – 2001)

**SENIOR ENGINEER** (1999 – 2000)

**ENGINEERING OFFICER** (1998 -1999)

Progressed from an engineering officer to the Engineering manager. Carried out daily routine planning, configuration, maintenance and implementation of various network nodes for the wiredline and fixed wireless network. This involved use of protocol analysers and other switch embedded tools to resolve signalling related faults. Direct various field teams like BTS site maintenance, transmission and wired-line field teams.

**Selected Accomplishments:**

- **Set-up the Mobitel fixed wireless network in Warri for;** this involved the set-up of the Airspan base stations and the micro-wave transmission network as well as the switching network
- **Setup the Mobitel ASPAMDA network;** this involved the setup of the switching network and direct the implementation of the wired-line network
- **Setup the first interconnects (Switching and transmission configurations) with the newly licensed PLMN;** this enabled Mobitel to generate revenue from other operators (Like Multi-links, Starcomms, Cellcom, etc) by providing transit services
- **Setup the connectivity via ISDN PRI to the first pre-paid calling card platform in Nigeria (Connect Phone Card);**this enabled Mobitel increase its revenues

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**EDUCATION & CREDENTIALS**

- **B.Eng. Electrical and Electronics Engineering(First Class)** – University of Benin, Benin City (1997)
- **GMP Business Management** - University of Witwatersrand, Wits Business School Johannesburg, South Africa (2007)
- **MBA**– University of Warwick, Warwick Business School, UK (2013)
- **Member Nigerian Society of Engineers (MNSE)**
  
- **PROFESSIONAL TRAINING:** Attended several trainings on technology evolution strategies, project management, leadership and employee motivation, strategy formulation and implementation, as well as organizational psychology and corporate intelligence. Also attended several conferences, seminars and workshops organized by ITU, telecommunication infrastructure vendors, Business Consulting companies and ICT industry groups on different Telecommunications and ICT industry initiatives and frameworks.

**COMPUTER SKILLS:** Word, PowerPoint, Excel, Visio; MS Project; OSS scripting.

**LANGUAGE SKILLS:** Very good with speaking, reading and writing in English language.

**REFEREES:** Will be provided on request