



Personal Information

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Marital Status: Married
Profession: Engineering/ Management / Regulations

Objective and Resume Summary

Looking for an opportunity to implement my capabilities, skills and qualification in an esteemed organization where I can add value and contribute to its success.

I have been working with Etisalat since 1994 where I have joined as a Graduate Trainee in Submarine cables maintenance where I have progressed over 13 years to become Manager – Maintenance responsible for the storage and maintenance facilities that covers a network of 36,000km of submarine cables.

Thereafter, I joined Regulatory Affairs department as a Senior Manager / Regulatory Operations and progressed to be the Vice President / Regulatory Operations over the past 7 years.

My credentials include, in addition to possessing a B.S.c degree in Telecommunications Engineering, Masters Degree in Innovation and Entrepreneurship (MIE) and MSc in Strategic Leadership, a practical in-filed experience which together have given me a firm understanding of Engineering principles and Management and an opportunity to put them into practice in the marketplace.

Key Skills

1. Leadership.
2. Highly flexible and adaptable performer.
3. Knowledge based worker.
4. Detailed knowledge of Telecom and engineering concepts.
5. Testing, technical support, and projects management.
6. Providing clear and effective communication between various departments in the organization.
7. Intermediate knowledge of finance and accounting procedures.

8. Ability to establish, manage and work within a team to define and analyze problems, identify and organize resolution options, establish consensus and monitor implementation.
9. Preparation of bids, quotations and evaluation.
10. Very good communications and interpersonal skills
11. Computer literate.
12. Multi-tasked oriented and work under pressure.

Other skills

1. Certified as QMS Internal Auditor Training Course (Based on ISO 9001:2000) and IRCA QMS Internal Auditor certified by BVQI and IRCA (International Register of Certified Auditors).
2. Certified as OH&SMS Auditor/Lead Auditor by IRCA.
3. Computer and Internet literate and expert in using Microsoft applications, Word, Excel, Ms Projects.

Education & Qualifications

May 2013	Duke – Certificate of Achievement – USA Group High Potential Program
June. 2011	Cranfield School of Management – UK MSc - Strategic Leadership
June 2009	Cranfield School of Management – UK Postgraduate Diploma in Strategic Leadership
June 2007	Higher College of Technology, Abu Dhabi – UAE MSc in Innovation and Entrepreneurship (MIE)
June 1994	Etisalat College for Engineering, Sharjah – UAE Bachelor of Science Telecommunications/ Electronics Engineering
June 1991	Etisalat College for Engineering, Sharjah – UAE BTECH Diploma
June 1989	Abu Dhabi Secondary School, Abu Dhabi – UAE High School Certificate 87.1%

Work History & Experience

In September 1994 I joined Etisalat as Graduate Trainee in submarine cables maintenance and installation.

In 1995 I was assigned the duties of maintenance engineer responsible for the maintenance facilities, i.e. cable depot and cable ships as well as performing repair and installations operations.

I was able to meet the commitment of mobilizing the repair cable ship(s) within 24 hours from receiving the failure notice. I could achieve remarkable completion of submarine cable repairs within time records. I was also responsible for proper maintenance of stock in the depot. I had tremendous records.

In 2000 I was promoted as Sr. Eng. Maintenance and was overall in charge of the marine operation and was assigned as Project Manager and could exceed the assigned targets time and profits.

In 2003 I was transferred to Projects division to manage bids submission to clients, negotiate and conclude contracts with clients and subcontractors. This includes budgeting, planning and, upon award, successful implementation.

In 2005 I was transferred back to Maintenance Division as Sr. Engineer Maintenance.

In 2006 I was promoted to Chief Engineer / Submarine Cables Maintenance with wider scope of responsibility in terms of larger submarine cable network.

In 2007 I was transferred to Regulatory Affairs Department as Senior Manager /Regulatory Operations and then promoted to Director in 2008 and then to Vice President /Regulatory Operations in 2011.

In addition to the above, I am a certified ISO auditor and possess certificates as IRCA auditor from Beuro Veritas.

Executed projects, planning, implementation and management and developed full understanding of all phases of the project.

Worked in the telecom industry that include engineering, commercial, negotiation, financial, regulatory and experienced in a client-oriented environment.

Implemented numerous marine operations, including submarine cable repairs, marine survey operations, and submarine cables installation, in both shallow waters as well as deep sea. This also includes cable landing operations.

Duties and Responsibilities:

1. Regulatory Operations:

- To present Etisalat's views on all regulatory related issues to the national regulator.
- To ensure that Etisalat business strategies are met within regulatory framework.
- To ensure Compliance of Etisalat with rules and regulations by developing necessary procedures internally.
- To ensure efficiency of utilization of resources, i.e. Numbering, Spectrum, domain names, etc.
- Negotiate with Telecom Regulatory Authority the regulatory framework implementation and its effect in the industry.
- Put in internal procedures to ensure Etisalat's compliance with current regulatory framework and ensure its strategic business plans are implemented appropriately.
- Make recommendations to Etisalat management on different regulatory aspects and their impact on Etisalat.
- Staff development

2. Submarine Cables:

- In charge for submarine cables installation and repair operations at offshore.
- Spares maintenance at the depot.

- Maintaining the right level of spares.
- Regular reporting to clients.
- Updating the data and charts after completing the operation.
- Developing employees to handle their duties professionally
- Bids and proposals preparations (Commercial and technical) to client.
- Negotiation with contractors and clients.
- Project Planning and implementation.
- Project management.
- Boarding the cableships during installation and maintenance operations firstly as Cable Engineer and later as Chief of Mission.

Duties and responsibilities

a) Regulatory Operations:

1. Develops and reviews with the RA policies, procedures and operating standards relating to the effective coordination of the RA Department.
2. Ensures coordinated operation of RA units.
3. Manages submission process with TRA for Requests for Information (RFIs), Consumer Service Issues (CSI), industry consultations and other communications. Oversees Etisalat's preparation and delivery of responses
4. Serves as project manager for project teams across the Regulatory Department and the business units.
5. Reviews key/critical issues with superior and resolves them in coordination with TRA and concerned Etisalat Departments.
6. Coordinates activities of product managers for regulated services retail and wholesale (e.g. Interconnection Manager), developing strong relationships with key managers.
7. Consults with business units preparing new pricing proposals or new product launches, assisting them in anticipating the TRA's response and supporting the submission at the appropriate time.
8. Designs and implements administrative systems for document and knowledge management for the department.
9. Keeps abreast of the current practices, new developments and trends in the assigned functional area; updates technical specifications, designs and systems based on operational needs and financial requirements of TRA.
10. Supports the performance evaluation of subordinates and assists in developing their technical/professional competence.
11. Prepares and controls the manpower, admin capital expenses and budget for the Section and takes corrective action in case of variances.
12. Lead discussions on strategic projects such as PIS.

b) Submarine Cables (maintenance):

1. Ensures timely submission of regular reports.
2. Arranges necessary training and development of all Construction and Maintenance Division personnel.
3. Follows up and informs the management about technology developments in submarine cable industry.
4. Ensures readiness and adequacy of all jointing and testing tools and equipment for maintenance requests.
5. Ensures compliance of e-marine with the requirements of the various maintenance agreements.

6. Represents Company in international forums, exhibitions, meetings, contract negotiations, etc.
7. Ensures timely completion of Construction and Maintenance related CWP, ADCAP and operating budget items.
8. Participates in /chair tender evaluation committees.
9. Assists in appointing Head of Missions and facilitates for repair missions.
10. Plans for and manages project implementation.
11. Liaises with other cable ship owners and maintenance zones and similar other authorities and organizations.
12. Participates or deputizes a suitable candidate to participate in international events.
13. Covers the duties of and deputizes for MOM during his absence.

c) Submarine Cables (Projects):

1. Direct responsibility of Submarine Cable Projects, Planning and Implementation.
2. Following the implementation of Submarine Cable Projects as directed by the Section Head.
3. Making sure that all necessary information and advice on appropriate action is passed to Section Head.
4. Preparation of Tender bids and proposals to clients
5. Monthly Progress Reports, scrutiny of the Contractor Invoices against services done or material received.
6. Liaising with Branches/Clients/Subcontractors concerned for smooth implementation of the projects. Also finalize the inventory list for capitalization.
7. Board the Cablesips, lay barges, etc. during project implementation. Perform the necessary cable engineering works including supervision of PFE and associated safety arrangement.
8. To deputize for immediate superior during his absence, if required.
9. To take any other related job as required by superiors.

Other duties:

- Projects analysis, planning & execution.
- Projects Management.
- Pro-actively identify snags during projects implementation and take the necessary action to implement any correction.
- Arrange for quotations to obtain the most economical solution/ product.
- Compile complete bid binder for subsequent submission to client.
- Arrange necessary logistics for projects implementation.
- Join the ship for projects execution and cable repairs.
- Ensure that all applicable policies and procedures are implemented and monitored on regular basis.

d) Safety & Quality:

1. Maintain an updated knowledge of all Safety and Quality matters relevant to their position.
2. Carry out daily tasks according to defined procedures
3. Initiate action to prevent any non-conformance occurring in the Safety and Quality Management system, business processes and project work.
4. Identify and record the non-conformance when problems do occur.
5. Recommend, initiate or provide solutions through the Quality Management Representative.

6. Assist the Quality Management Representative in verifying the implementation of solutions
7. Produce records as required by the Safety and Quality Management system
8. Contribute to the continual review and improvement of the Safety and quality Management system.

Key Accomplishments

1. Regulatory Affairs Department

1. Improving the relationship and communication with the regulator to create a suitable communication environment.
2. Successfully lead change management initiatives.
3. Creating internal systems and processes to ensure controlled Numbering allocation and utilization process.
4. Creating internal systems to ensure controlled Spectrum allocation and utilization process.
5. Negotiate with the regulator to change his policy to address Etisalat's requirements.
6. Change internal Etisalat's processes to ensure compliance to Regulatory Framework.
7. Direct and indirect financial savings to Etisalat.
8. Negotiations on Passive Infrastructure Sharing

2. Submarine cables (Maintenance):

1. Award Power cable installation Project in Abu Dhabi for offshore oil company.
2. Award of Submarine cable installation project in Oman.
3. Installation of AUH-DXB submarine cable.
4. Relocation of submarine cable due to development offshore.
5. Installation of SMW4 Submarine cable system in the Red Sea Area, Arabian Sea and West Indian Ocean Region (linking Jeddah – Saudi Arabia, Fujairah – UAE, Karachi – Pakistan and Mumbai – India; total 5,300 km).
6. Installation of SMW3 Submarine cable system in the Arabian Sea and West Indian Ocean Region (linking Djibouti – Djibouti, Muscat – Oman, Fujairah – UAE, Karachi – Pakistan and Mumbai – India; total 5,000 km).
7. Installation of Trans-Atlantic cable system linking UK to USA.
8. Installation of Fibre Optic Gulf (FOG) linking GCC countries.
9. Several Marine route survey operations, e.g. FOG, SMW3, Palm Island relocation, etc.
10. Numerous repair operations.
11. Development of 2nd line staff to take over my duties.
12. Putting down specific procedures to perform the works as per ISO standards.
13. Creating systems for the organisation to work independently.
14. Creating teams to work together and follow them to ensure accomplishments of tasks.
15. Have been selected one among twenty best performers to be enrolled for future leadership program of Etisalat.

3. Submarine cables (Projects):

1. Installation of domestic Submarine cable link between Zirku and Ruwaise (Engineer).

2. Fibre Optic Gulf (FOG) Submarine cable linking Kuwait, Bahrain, Qatar and UAE, 1,200 km (Engineer).
3. Turnkey project of submarine cable link between Abu Dhabi and Dubai with branch to Sir Abu Nuair Island (Project Manager).
4. Fibreoptic Link Around Glob (FLAG extension), installing branches to Jeddah in Saudi Arabia and Aqaba to Jordan (Engineer).
5. Sea-Mea-We 3, installation of 5,000km submarine cable link between Djibouti, Muscat, Fujairah, Karachi and Mumbai (Engineer).
6. Yellow submarine cable linking USA with UK, 5,500km including (Asst. Project Manager).
7. Sea-Mea-We 4, installation of 5,500km submarine cable link between Jeddah, Fujairah, Karachi and Mumbai (Asst. Project Manager).
8. TWA, Submarine cable link between Karachi, Muscat and Fujairah.

Hobbies

Sports: Sports: Football, Swimming, Table Tennis, Squash, watching documentary and informative programs.

References

Available on request.

Seminars and Courses

Management courses:

1. Effective Managerial Presentation Skills.
2. Business Intelligence for Competitive Market.
3. Accounting for non-accounting staff.
4. Basic Accounting Concepts for non-accounting staff.
5. Global strategy & Technical Seminar (Submarine cable).
6. Management & Leadership programme for technical managers.

Technical courses

1. Power feed equipment operation and maintenance (Japan).
2. Submarine Cable Engineering course.
3. Advanced Cable Engineering course.
4. Technology project management.
5. Regulatory Master Class
6. Spectrum Master class

Quality Assurance Courses

1. Operational Health and Safety Management course.
2. An Introduction to the ISM code.
3. Occupational Health and Safety Management Systems Auditor Training Course (OH&SAS 18001).

Other courses:

Title	Start Date
Advanced Cable Engineering Course	14-Jan-02
Business Intelligence for Competitive Advantage and Practical Knowledge Management	06-Oct-02
Effective Managerial Presentation Skills	20-Oct-02
30-Channel PCM Concepts	31-May-03
Submarine Networks World 2004	22-Sep-04
Finance & Accounting for FLP Managers	08-Feb-07
6th Middle East HR Conference and Expo	04-Apr-07
3G Middle East and Gulf 2007	02-Sep-07
Number Portability 2007	17-Sep-07
TRMC 2007 - Spectrum Master Class Course	03-Dec-07
Africa/Middle East Next Generation Network Summit 2008	18-Feb-08
FTTH Council Europe Conference	27-Feb-08
ICANN Regional Meeting	01-Apr-08
TRMC 2008 - Regulatory Master Class Course	21-Apr-08
Connect Summit: Exploring the Telecoms Regulatory Environment Workshop	28-May-08
The 5th Annual General Meeting of the Arab Regulators Network	10-Jun-08
Number Portability Middle East	29-Jun-08
Abu Dhabi International Talent Conference 2008	05-Nov-08
Number Portability	19-Apr-09
Effective Negotiation Skills	17-Jan-10
Rising Stars in Telecoms Conference	25-Feb-10
Telecoms Regulation Forum	22-Mar-10
Number Portability Middle East 2010	18-Apr-10
Fibre Access Technology Seminar	29-Apr-10
15th Annual GSM>3G Middle East Telco World Summit	01-Dec-10
Regional Workshop on IMT for the Next Decade, Mar. 21, 2011 - Bangkok	21-Mar-11
Workshop on Terrestrial Services Related Procedures on Frequency Notification and Registration 110510	10-May-11
Negotiation Training 110529	29-May-11
Carrier World/Telecoms World ME 2011 111003	03-Oct-11
Telecommunications Law & Regulations in the Middle East 111212	12-Dec-11
Competency Based Interview 120110	10-Jan-12
World Radio Conference 2012 120123 A	23-Jan-12
UNECE Public Private Partnership (PPP) Initiative	21-Feb-12

Conference 120221	
Beyond Connectivity 2012 120403	03-Apr-12
Telecoms World ME 2012 121002	02-Oct-12
Performance Dialogue 121010 B	10-Oct-12
Change Awareness Seminar 121111	11-Nov-12
17th Annual Middle East Telco World Summit 121204A	04-Dec-12
Leadership Development Workshop - Batch # 3 130210	10-Feb-13
18th Annual Middle East Telco World Summit 130923 B	23-Sep-13
Smart Cities, Technologies/Solutions Awareness Presentation 131125	25-Nov-13
SAMENA - Convergence to OMAN - 2013	04-Dec-13