

# FRANCIS KARIUKI KAMAU

## PROFESSIONAL SUMMARY

Accomplished product manager and technical sales professional with extensive experience in telecommunications and big data engineering. Proven expertise in developing go-to-market strategies, strategic planning, and financial budgeting to drive business growth. Adept at leveraging advanced visualisation tools like Tableau to generate actionable network insights and optimise capacity for GSM, UMTS, LTE, and 5G networks. Skilled in cloud architecture, user experience design, and agile methodologies to deliver innovative solutions. Demonstrated success in leading cross-functional teams, managing rural network sales across Sub-Saharan Africa, and implementing cutting-edge technologies that aims to bridge the digital divide. Strong analytical skills combined with a proactive approach to problem-solving and relationship building ensure effective collaboration with stakeholders. Career focus on driving technological advancements and delivering impactful results in the telecommunications sector.

## EXPERIENCE

### PRODUCT MANAGER / REGIONAL TECHNICAL SALES 01/2025 to Current

#### Huawei Technologies

- Developed go-to-market strategies
- Guided annual and mid-term budget planning
- Planned wireless target networks
- Provided guidance on spectrum, site evolution, and network capacity
- Led data collection and analysis for GSM, UMTS, LTE & NR networks
- Generated network insights and planning reports using Tableau and Rabbit visualization
- Analyzed network capacity and coverage to recommend congestion reduction solutions
- Planned for new site builds and frequency modernization
- Drove 5G Fixed Wireless Access sales and advised on 5G network development
- Managed rural network sales for Huawei Rural Solutions in Sub-Saharan Africa

### PRODUCT ENGINEER 12/2022 to 12/2024

#### Huawei Technologies

- Wireless Target Network Planning.
- Annual and midterm budget guidance.
- Provide guidance on spectrum, site evolution, capacity and network construction standards (48M), network growth forecast
- Guide frontline product managers/engineers on data collection, upload and analysis of GSM, UMTS, LTE and NR network data as per customer specification
- Generate network insights and planning reports based on tableau skills, rabbit visualization to easier engage with customers.
- Analyze capacity, coverage and user experience at busy hour and recommend solutions to reduce congestion on network and guide customer on solutions to solve pain points.
- Plan for new site builds and frequency modernization to solve capacity, coverage and user experience issues.
- Plan for 5G FWA space including household covered and revenue generated after investment
- Analysis of Data tariffs and recommended winning strategies to improve user experience

- and gain competitive advantage.
- Analysed terminal insight and market trends including 5G development.

#### **BIG DATA ENGINEER** 07/2022 to 12/2022

##### **Huawei Technologies**

- Managed the development and implementation of big data driven solutions
- Designed and implemented ETL/ELT processes using Hadoop to optimize data processing pipelines
- Developed data models and visualization for data analysis, enhancing decision making processes
- Collaborated with R&D engineers to develop new use cases for users, driving innovation and user engagement
- Built a secure, scalable and easy to operate containerized infrastructure
- Monitor cluster components
- Deployed SmartCare services
- Maintained clean, safe working environments to eliminate accident risks.

#### **FIELD ENGINEER** 02/2022 to 07/2022

##### **Baran Telecom Networks Kenya Limited**

- Provided technical support for various systems
- Conducted wireless hotspot surveys and installations
- Performed product testing and electronic circuit design
- Designed and deployed wide area networks and LoRaWAN/NBLoT/Sigfox nodes
- Installed and configured network devices and fiber networks
- Supported and maintained network communication systems

#### **ENGINEER** 06/2017 to 12/2021

##### **Adpower Limited (JTL)**

- Installed fiber and commissioned routers
- Conducted fiber and power installation surveys
- Managed technician teams and reported on fiber installation progress

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#### **SKILLS**

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|----------------------------|----------------------------------|---------------------------------------|
| • Problem Solving          | • Cloud Architect                | • Business development                |
| • Active Listening         | • Marketing                      | • Brand building                      |
| • Negotiation              | • Product Development            | • Mobile marketing techniques         |
| • Storytelling             | • Go-to-Market Strategies        | • Market understanding                |
| • Relationship Building    | • Product Strategies             | • Financial budgeting and forecasting |
| • PowerPoint Presentations | • User Experience Design         | • Visualisation tools                 |
| • Strategic Planning       | • Strategic Planning             | • Account management                  |
| • Analytical Skills        | • Ability to present the company | • Competitive and trend analysis      |
| • Team Leadership          | • Agile methodology familiarity  |                                       |

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#### **CERTIFICATIONS**

- Cyber Security for Service Works (Huawei)
- AWS Solution Architect (Diploma)
- Python Programming (Basic)
- Interconnecting CISCO Networking Devices (CCNA, Diploma)
- HCIA 5G
- Boundary Meters Installation and Commissioning (Hexing)

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## EDUCATION

### Jomo Kenyatta University of Agriculture and Technology (JKUAT)

**BSc.**, Telecommunication and Information Engineering, Electrical and Electronics Engineering, 12/2021  
GPA: Second Class Honors

### Flight Training Centre, Nairobi, Kenya

**Flying License**, Aviation, 01/2018

- Successfully acquired Pilot License

### Pioneer School, Kenya

**High School Diploma**, 01/2015

GPA: Grade: A

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## ACCOMPLISHMENTS AND AWARDS

- **Safaricom 5G expansion project:** Led strategic planning and technical sales efforts that contributed to the deployment of 1,100+ 5G sites across 47 counties in Kenya, enhancing Safaricom's nationwide 5G coverage. Provided expert guidance on spectrum allocation, site evolution, and capacity optimization, accelerating 5G Fixed Wireless Access (FWA) adoption.
- **Africacom 2023 and 2024:** Engaged in high-level customer interactions to strengthen partnerships with all Sub-Saharan Operators. These interactions led to the improved network quality through data driven conversation
- **Botswana BTC 5G Project:** Played a key role in BTC's network expansion and digital transformation, supporting the planning and rollout of 5G to enhance connectivity across Botswana. Contributed to the expansion of 2G and 4G sites, optimization of Fixed Wireless Access (FWA), and integration of cloud business solutions and CRM platforms to improve customer experience.
- **Zimbabwe mini Mobile World Congress:** Engaged with Zimbabwe TelOne and NetOne and Liquid to discuss 5G Business Success and led to the development of 5G in Zimbabwe.
- **Angola ABC Project with Unitel :** Played a key role in advising on 5G network expansion and green energy integration for Unitel's partnership with Huawei, supporting the deployment of low-carbon, energy-efficient telecom sites. Contributed to Unitel's 5G rollout strategy, optimizing "5G + fixed network" solutions to lower energy costs by 40% and improve operational sustainability.
- **Madagascar-World bank Project:** Provided technical advisory for the World Bank-funded DECIM project, supporting the deployment of telecom and energy infrastructure to connect 3.4 million additional people to the Internet in Madagascar. Advised on network expansion strategies, renewable energy integration, and private sector mobilization to enhance digital and energy access in underserved areas.
- **Awarded Best Team leader and Learning MVP:** Attended Global Wireless Network Training in Shenzhen, China and gained recognition for work done in Sub-Saharan Africa.
- **Future Star Award:** Received an award for pioneering new approaches and collaborating effectively with team members to implement a customer-centric strategy reaching our customer targets

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## WEBSITES, PORTFOLIOS AND PROFILES

<https://www.linkedin.com/in/francis-kariuki-6b787a127/>  
<https://www.franciskariuki.com>