Mohammed Ahmed
Senior Machine Learning Engineer

SUMMARY

- Having over 25yrs of experience within the dynamic Telecommunications and IT space. - The key attributes Mohammed brings are a high degree of corporate expertise, technological knowledge (End-2-End), versatility, and a firm belief in teamwork. His ethos has always been to work through a problem regardless of the scope or skills required as a team member or individual. In most instances, he has had to pitch proposals to Cxx and VP to validate and secure business. To succeed in this market, he has always tried to use the approach of "consultative advisor" which has helped create a good relationship with key stakeholders, construct a vision, and overcome issues (via contingencies). - Internally, Mohammed's roles have revolved around idea generation; vision, and selling the concept to get buy-in. - Constructing designs and making relationships are essential to the work he has done and I have a good rapport with my peers. - Mohammed's versatility has allowed him to work in IT, Sports Science, Biotech, and AI/Machine Learning, - Business modeling has been a large proportion of his work and is essential to align the needs of the customers both now and in the future.

TECHNICAL SKILLS

Main Technical Skills	Machine Learning
Programming Languages	C, C++
AI & Machine Learning	Machine Learning
Methodologies, Paradigms and Patterns	Agile

EXPERIENCE

- Worked on a number of AI/Machine Learning projects globally- fintech, medical, and agriculture.
- Implemented 4 Migration strategies to become Digital (covering cloud/NFV and SDN) for service providers, worth approx. $200M revenue over 3 years for Nutcracker.
- Built a Future Mode of Operation with 2 Global Service Providers with total work approx. $75M over 3yrs
- Built and Implemented a GTM framework for Digital Cloud players- 3 Customers designed to launch service in weeks rather than the customary months.

Jan 2023- Present:

- Agile project managers course (Refresher online) MIT USA (3 Months),

- Cyber Security Course and projects (3 months): Security Fundamentals Understanding Security Layers, Network Security(VPN, IDS, Firewalls), Data Security (GDPR, ISO, and EU), Vulnerability Assessment and Penetration Testing, Incident Response, Risk Analysis, Security Policy and Procedures, Cloud Security.
- Agile project leader and mentor for 3 start-ups: Education, Recruitment, and Entertainment.
- Teaching Coding and project skills to local grammar schools.

Founder Nueheights (Company Acquired).

2018 – 2022 Dec
Key Tasks: Work with C and VP-level contacts on a "trusted advisor/Project lead(Agile)" basis:

- Client Base: McKinsey, GLG, Bain, and Tier one Service providers Globally, focusing on AI/ML, Cloud migration and 5G(IoT, security, and E2E designs), Next Gen OSS and BSS systems, plus the roles and responsibilities of employees.
- Tier One Service provider in China – designed a migration strategy for 5G – cloud, SDN, NFV with OSS/BSS migration. Phase 2 was interworking with fixed broadband. Ongoing in-house build.
- Under the contract, built AI/ML systems for a number of industries- Medical/ Pharmaceutical, Fintech, and 5G (security and IoT).
- Agile-based project with Dev-ops, for SD-WAN implementation and migration from MPLS for SME/SMB, required to evaluate and recommend SD-WAN vendors and insertion into the current network(OSS/BSS integration)(UK based).
- Fintech AI system to help increase loan approvals – Covid restricted the investment required.
- Built an Ad insertion platform with Kakku (Singapore), sold licenses to Lyca Mobile and in APAC, ongoing work – worth approx. £5Million Revenue per year on a joint basis with Service providers.

Formulation Director Empirical Labs USA.

2018-2022 April
Key Tasks: R&D, design, formulate and sell Nutraceuticals (Sales 2020 $500K)

- Build Liposomal Formulas for sports nutrition (Prem Teams: Wolverhampton Wanderers, Man Utd)
- Working with NANO technology, looking at organic and synthetic encapsulation techniques: phospholipids, Cyclodextrin, Colloidal silver, and Hydrocarbon Tubes. (Patent Application Pending)
- Idea formulation and Biochemistry lead for new formulas(approx. 20 new formulas)
- Worldwide sales coordinator($5M 2019)
- Currently engaged in development work with two Prem football teams.

Netcracker CTO Cloud & Digital(Head EMEA Consulting) (6 Reports)

2015 Oct – Feb 2018
Key Tasks: Work with C and VP level to define and construct the long-term strategy to become a digital/cloud player:

- Led the team and constructed the Future mode of Operation for Tier One Global Service Provider covering Cloud, Micro-service builds, and introducing Dev-Ops(via agile) and GTM- worth approx. $100M over 3yrs(Vodafone Group).
- Built proposals for GTM, FMO, and Long-term Strategy to migrate to a Cloud player- secured 5 Global accounts totaling over $200M over 3 yrs.
- Constructed the Business case and proposal for a migration to virtual/cloud services over 3 yrs.(DT Germany).
- Implemented a Cloud Framework based on Open stack(Ubuntu) via Agile for Tier 1 Operator in Spain worth an initial $10M(Telefonica).
- Implemented the AI and Data Analysis Framework as part of Automation in a New Digital/Cloud player (Tier 1 Operator over 3yrs).
- Built a Deployment Plan/proposal with 2 customers to offer migration to DSP/Cloud Player(Etisalat, Orange France).
- Advisory role: Defining and Deploying the leading Enterprise Virtual deployment in EMEA for a tier 1 operator, 3yrs project looking at all aspects of the rollout: Commercial, Business, and Engineering
- Working with Key accounts in Europe to define and deploy Virtual services (currently supervising 4 accounts with the sales team).
- Building a Consultancy team for Cloud services (remit 6 reports and revenue 20-40M$ 2018)
- Presenting at conferences and writing whitepapers, and blogs to gain momentum in the area of migration to the cloud and virtual services.
- Constructed the Blueprint for the operational and commercialization of virtual services Globally (30 trials Globally).
- Built the GTM and Business case for an OTT player to enter the Cloud/Virtual Market, Proposal also included the migration path (German Based IT company worth $20-30M est. over 3 yrs.).

CTO Huawei SDN, NFV, and Cloud Solutions Global (Direct Reports 12)

2014 June- 2015 Oct
Key tasks: work with C and VP-level members of the operators to define the strategy to meet key goals and objectives with an E2E offering from across all the portfolios.

- Devised the Blueprint (Roadmap) for the Virtual service launch and migration plan (over 3 years), delivered to key customers.
- Led the team working with Etisalat Global to define the first phases of SDN, NFV, and offering 3rd party apps to increase the number of revenue streams, positioned to the CTO Team and Chief Strategist- the project managed to alter the customer's strategy.
- Leading the sales team to position new solutions into the Portugal Region to increase sales, currently working closely with the customer on potentially 5 PoCs. This required

buy-in at senior level in PT, NOS and potentially Vodafone- business work over 20M$ over 2 yrs.

- Working on the Next generation Cloud broker service for BT, to deploy 4K TV and also looking to position this in other UK/IRE accounts. Potentially long-term engagement.
- Working as a consultant in BT for PSTN migration to GPON, working on the strategy, timelines, and best fit phased migration plan-approx. 5 million lines to be migrated in 3-5 yrs., working with the design team and influencing OFCOM.
- Work closely with R&D to monitor roadmaps, portfolios, and overall business cases to see changes to the current plan for Mobile/Fixed for next-generation technologies E2E.
- A large percentage of the work is meeting C-level personnel in the operators and defining the phases, goals, objectives, and business cases for migration to next-generation business dimensions-technology is used to meet these goals-Etisalat, Portugal, BT, Vodafone Turkey.

Juniper Networks – Sr Dir of Product Next Generation (Fixed/Mobile 6 direct reports)

2012- 2014
Key tasks within the role: Construct the E2E mobile/fixed line vision, including roadmap, concepts and work with key customers:

- Constructed the next generation Access and Edge nodes to be deployed into the RAN for Mobile backhaul based on L2/3 technologies to migrate from TDM/SDH(deployed in over 12 operators in EMEA within 2013 GA was Oct 2012)
- Tasked to construct the global vision for Mobile IP for LTE/Small cells and beyond covering SON, C-RAN, SDN, and NVF(adopted globally within Juniper)
- Worked closely with the CTO for EMEA to construct a “strawman “ on the vision and direction of Cloud, SDN, and NVF interworking for Fixed and Mobile covering CPE, Aggregation, and PE domains
- Worked on Key EMEA accounts to capture requirements and map back to the roadmap and vision/concepts Juniper was constructing(Fine, EE, FT, DT amongst others)

Tellabs Inc –VP Portfolio Planning & Strategy (Eng.).

2007- 2012
Key tasks within the role: Construct the E2E mobile vision, including the roadmap, concepts and work with key customers:

- Promoted to Lead (via Exe VP of Eng. and CEO)engineer within Tellabs focus on Mobile roadmaps, vision(working with CTO), and field (Sales).
- Tasked to define the priority on the roadmap, 3yr vision with the CTO and link the whole strategy together based on time and budget(250-280$M pa was allocated to this task over 4/5 Prod Houses).
- On secondment to Bain in Chicago as part of migration strategies for service Providers Globally (approx. 1yr).
- Constructed an outline to construct a server-based virtual router/switch, the forerunner to Tellab's offering of SDN/NFV (based on PhD work at BT).

Tellabs Inc -Dir Technical Lead for Mobile Segment.

2004- 2007

Orange Group -UMTS Roll out Sr Manager2003 - 2003 O2 Germany -UMTS IP/MPLS Architect

2003- 2004

SEVEN Inc-Dir Sales/Professional Services Europe-Content optimization solution

2002 - 2003

Cisco Systems Inc-Consultant Designer-Mobile gateways and SS7 controllers

2000-2002

Lead Consultant for CMG Media and Telecoms Division

1999-2000

BT PLC Research Laboratories -Network Design Manager (BT Labs)

1997-1999

EDUCATION

2015-2018 PGDip Sports Science Staffordshire University.

2010-2013 Cert Herbal Medicine (Phyto and Biochemistry major) UEL.

1996-1997 PGDip Telecommunications University of Aston.

1993-1994 CIM Diploma in Marketing.

1990-1994 BA Economics (Hons) 2:i University of Amsterdam / Erasmus.