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Principales compétences

GSM
SS7
3G

Languages

francais (Native or Bilingual)
English (Full Professional)
German (Full Professional)

Certifications

Oracle OCA

CCNA Cisco

Certification of TAC2 Intelligent
Networks Engineer "TSC2@vantage
", Score : 94%

Oussama Himmichi, PMP®

Head of service at Corporate Software
Skhirat-Témara Prefecture, Morocco

Résumé

I have 14 years of practical experience in two main industries:
telecommunications and electrical engineering.

Business turnover: XX M US dollars
Activity: Intelligent Networks Project Manager.
Achieved:
• IN NSN SWAP: Phase1 # One-shot Mobile Service Migration in 10
Month
o IN: XX Million Subscribers
o VoMS: XXX M voucher
o eRefill migration (electronic recharge)
o CRM
o Provisionning
• IN Alcatel SWAP: Phase2 # One-shot Fix Service Migration in 7
Month
o IN: X Million Subscribers
o VoMS: X M voucher
o CRM
o Provisionning

Relevant Responsibilities:
• Responsible for XX engineers onsite
• Main interface with customer (Planning-, Marketing-, Deployment-,
control-, Maintenance Team)
• Second interface with Product lines in China & India
• Manage all the partners and third-parties
• Daily meeting with all the TL (Requirement specification-,
Integration-, Internal_Tests-, Acceptance-, Migration-, Hardware
installation TL)
• Daily report to customer
• Weekly report to High Level customer
• Workshops (Migration, Geographic redundancy PF, Acceptance
Claims clearance

My experience in the telecommunications industry is related specifically to the so-called Intelligent and Next Generation Telecommunications Networks (IN and NGIN). These networks are the enablers for convergent rating and charging of content, events and sessions in circuit and package switched networks based on the Signalling System #7 (SS7) protocol, the IP (Internet Protocol) and on the Diameter protocal. I have been involved in developing software in Java (mainly) for the many IN subscriptions and features, and I have been involved in technical consultancy work, requirements engineering and solution architecture work in the IN environment. I also have experience as a technical sales consultant for mobile payment solutions.

Expérience

Corporate Software
Chief Operating Officer
décembre 2018 - Present
Rabat Prefecture, Morocco

Huawei technologies Morocco
Account Manager
mars 2015 - Present
Rabat Morocco

I am an accomplished IT/Telecommunications Sales Professional with rich international experience in driving sales and managing customer relationships with service providers. I am entrepreneurial, creative and have worked with clients in Middle East, Africa & Europe, . My professional career is categorized by consistent promotion and increases in responsibility, driven by a constant desire to achieve results and present myself to bigger challenges. My core skills include sales management, matrix style leadership, topline growth/ business development, complex contract negotiation, market penetration strategies, technology consulting, and P&L responsibility.

Specialties:Solutions Consulting OSS/BSS, Business solutions and outsourcing opportunities. Sales forecasting, planning, strategizing and account development.

• Drive the creation of sales strategy and responsible for meeting defined sales, gross margin and order intake targets for BSS business line in Africa region
• Manage and coach a team of sales engineers, architects and account managers
• Understand customer's key business drivers and oversee the team in using this knowledge for creating profitable business. Act as a sales coach and lead own product/sales area.
• Steer Business line deal targets and related measures (tactical approach, pre-sales, investment, deal quality)
• Coach and steer the customer teams in optimal deal making from Business line perspective
• Drive sales target setting towards the region/sub region on behalf of the business line
• Act as empowered representative of the business line in relation to extraordinary commitment decisions, key customer satisfaction topics, etc.
• Ensures that solution case learning in own area are available and shared systematically within the region/company

• Multilingual: Arabic, German, French and English

Huawei technologies Morocco
Project Manager
juillet 2013 - février 2015 (1 an 8 mois)
Rabat, Morocco

+ Telecom projects management - from sales support through complete realization, putting into operation and support for customer
+ IT project management: resources, risk and quality management, project documentation
+ Primary responsibility as a lead project/Care stakeholder included managing a nationwide team of engineers, assigning and following up of assignments and projects.
+ Software Upgrades, Rollouts and patches:
Managed, coordinated and planned various software rollouts, related to Oracle, Solaris, service etc. Also managed remote installation including Rolling Software Updates (RSU) and Software Update Framework (SUF).
+ Platform Commissioning:
Involved in various new project installations. On multiple projects managed and was part of the team commissioning new platforms and service deliveries. In coordination with offshore, local and customer teams.

+ IN Platforms Administration, Operation & Maintenance:
Ensuring and planning emergency duties for IAM IN Network. Managing and coordinating multiple care tasks including new offers configuration and commercial launch.
+ PM knowledge according to PMI

1. Scope management
• FRS: Function requirement specification (IN Service, VoMS, eRefill (electronic recharge), Provisionning, CDRs Collect, Mediation, ...)
• HLD: High level design
• LLD: Low Level Design
• Create WBS
• Validate & Control the scope
2. Time Management
• Plan schedule, Define Activities, Develop schedule
• Control schedule
3. Cost Management
• Estimate costs
• Control costs
4. HR management
• Plan HR
• Acquire project Team
• Develop and manage project Team
5. Communication management
• Plan communication
• Manage and control communication
6. Risk management
• Identify Risks
• Perform qualitative and quantitative risk analysis
• Control risks
7. Procurement management
• Plan procurement
• Conduct and control procurement
• Close procurement
8. Stakeholder management
• Identify Stakeholders
• Manage and control Stakeholders engagement

Nokia Siemens Networks
IN Senior Deployment engineer at Nokia Siemens Networks

juin 2009 - août 2013 (4 ans 3 mois)

• Integration of VoIP

• Technical consultant for all Data related project

• Intergration of IPD3

• Refonte Internet contract (from Time based charging to Volumen based charging)

• Integration of 5 IN platforms

• Intergration of IPD4

• Refonte FFP profile

• Refonte Recharge for Jawal

• Integration of the service "Forfeit Internet"

• Inernet 3G Generalization

• Elaboration for ATMN for PPI interface

• Integration of OpenCode platform with IPD/IN over PPI interface (USSD Service)

• Integration of Diameter interfaces with GGSN (Free Intgernet Access), MDSP (MobileZone), RBT, USSD

• Reaching the status Ready For Migration RfM for ED2 platform in one day

• Procedure preparation of the ED2 migration procedure elaboration

• Procedure Preparation of the platforms for the ED2 migration elaboration

• Integration of the service for SMS charging (Dasp_Swap)

• Integration of 3 IP Dispatchers platforms

• Integration of the service X-Bonus (X-Bonus service include all IAM promotions)

• Integration of the 2008 promo package 2 (PP2) services

• Integration of MobiCash with IPD/IN over PPI interface

• First call of the new platform IN22

• Reinstallation of 15 Backup & Restore Server's to version 9

• Participation of Installation and integration of IN20

• Elaboration for ATMN for the Product @dvantage Commnader V9.0

• Installation and integration of @dvantage Commnader V9.0

Nokia Siemens Networks
IN Senior Support engineer
septembre 2007 - mai 2009 (1 an 9 mois)
Rabat Morocco

• Intelligent Network Consultant (Nokia Siemens Networks IN Tac2), with extensive knowledge of NSN IN/VoMS platforms (+ very good knowledge of charge@Once Select):

• Analyzing and troubleshooting of IN platform related problems

• Scripting to improve daily tasks

• Main responsible of Internet contract (Charging over diameter interface)

• One of the 2 main responsible of IPD maintenance

• Main responsible of @dvantage Commander maintenance

• Main responsible of B&R server's

• Analyzing and troubleshooting of CAMEL/INAP related problems

• Analyzing and troubleshooting of XBonus/TMD related problems

• Performing network surveillance

• Monitoring alarms, Trouble ticketing, Fault logging duties

• Handling of 80% of emergencies on Maroc Telecom projects, Treatment of Technical Queries

• SS7 Configuration

• Ensuring emergency duty (24 hours 7/7) For IN Park (13 IN @vantage platforms charge@once , 2 IP Dispatchers, 1 eRefill 2.0 & 4.0, Cluster VOMS(Prod & DRC), 1 statistic Server, VoMS, and 40 IVRs)IN Profils (Jawal/ Mobisud/FTeenz/FFP//NTPE) administration and customization

Astur Maroc
Project Manager
octobre 2005 - septembre 2007 (2 ans)
Casablanca, Morocco

Business figures: 70 MDH

Activity: Rural, Urban and Industrial Electrical installation.

Relevant Responsibilities:

• Bidding and Quotation Submit to different tenders.

• Projects Forecast and Planning

• Field management and site construction monitoring

• Customer Concerns and Claims escalation

• Logistics Acquisition.

• Payment and project refunding

• Project Coordination involving different Parties (Administrative, Subcontractors, Customers…)

Siemens
Working student "Werkstudent"
juillet 2001 - mai 2003 (1 an 11 mois)
Berlin, Germany

On the Job Training Siemens Berlin PTD: (07.10.2002 – 31.05.2003)

• Technical report writing for SIPROTEC (English & German).

• Program developed for SIPROTECH software.

• Evaluation and System Testing of several Technical systems.

On Job Training Siemens Berlin ICM: (01.10.2001 – 31.08.2002)

• Intelligent Network Classic system tester

• Documentation/Reduction and release after system tests.

• Developer of Intranet statistics websites.

• Microsoft Access Database manipulation and programming.

On Job Training Siemens Berlin ICN: (04.07.2001 – 31.08.2002)

• Development of Access DatenBase "FUDB"

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Formation

Hochschule für Technik und Wirtschaft Berlin

Master · (2000 - 2005)