

# CHARMAINE EWEKA

## SOLUTIONS ARCHITECT

### CONTACT



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Berger, Lagos State

### EDUCATION

**Bachelor of Technology Applied  
Geology**

**Federal University of Technology,  
Akure Nigeria**

2007 – 2012

**Executive Programme**

**Women in Leadership Programme,  
Lagos Business School.**

### CERTIFICATIONS

- Cisco Certified Network Professional (CCNP) Routing and Switching
- Cisco Certified Design Professional (CCDP).
- AWS-Certified Solutions Architect Associate.
- UDEMY 5G/4G/3G/2G; Mobile Cellular Networks for Beginners.
- Cisco Certified Design Associate (CCDA).
- Cisco Certified Network Associate (CCNA) Routing and Switching.
- Cisco Certified Network Associate (CCNA) Collaboration.
- Cisco Certified Network Professional (CCNP) Collaboration.
- CAPITOLINE Certified Datacenter Expert (DCE).

### PROFILE

Certified Professional with 8 years expertise in Enterprise Network Designs and Implementation. Proven success in delivering high-impact IP Network Architectural Designs and executing Medium to Large Scale Datacenter Interconnectivity projects. Skilled in driving Technical Engagements aligned to meet consumer goals. Specializing in GSM/UTMS Technology Optimization, O-RAN, and Cisco CLI. Adept in LAN/WAN Design and Implementation, with a strategic focus on Technical Project Management and Documentation. I have excelled in translating complex technical requirements into effective solutions. I am eager to bring my extensive skills/experiences and contribute to the success of any organization I work with.

### WORK EXPERIENCE

#### SOLUTIONS ARCHITECT- TECHNICAL SALES

GICL, IHS TOWERS NIGERIA

2021- Date

- Designing Telecommunication Solutions for MNOs, aligning with Rural Telephony Architectural Strategies and Operational principles, ensuring adherence to acceptable KPI thresholds.
- Spearheaded Daily Statistical Analysis for 2G & 3G Rural Telephony Site performance, utilizing KPI and Network Performance metrics to address issues such as Perceived Drop Call, TCH and SDCCH Congestion, and Voice CSSR Values.
- Executed 2G & 3G Optimization Activities, achieving KPI targets in active measurements of Voice CSSR, Cell Availability, SDCCH, and TCH Congestion to ensure Site Acceptance and drive revenue generation at 528 Sites.
- Contributed to 528 Cell Site Designs, meticulously reviewing parameter configurations and conducting consistency checks for all New Site launches.
- Collaborated with the deployment team during the Project Deployment Phase, configuring 352 Parallel Wireless Nodes (CWS) and seamlessly integrating them on the Hetnet Gateway.
- Developed Strategic plans and proposals to enhance network KPI, ensuring alignment with acceptance criteria.
- Provided guidance to the Operations Team, optimizing Cell Availability to exceed 98% by analyzing traffic patterns on Service VLANs and justifying Backhaul upgrades or downgrades as needed.
- Championed engagements with new OEMs and VSAT Vendors, developing Low-Level Designs (LLD) and implementation plans for expanding backhaul connections with other VSAT providers.

#### IT INFRASTRUCTURE MANAGER

PLADIS GLOBAL, SUB-SAHARAN AFRICA

2020- 2021

- Championed IT projects as the Lead Technical Manager across all Pladis locations in Sub-Saharan Africa, ensuring seamless execution and alignment with organizational goals.
- Developed and implemented standardized procedures and policies for IT Project Management and infrastructure administration, optimizing efficiency and adherence to industry best practices.
- Orchestrated all Network-related Projects, including revamp, implementation, and maintenance, achieving a streamlined and robust network infrastructure.

## SKILLS

- IP Network Design
- Rural Telephony Network Designs for 2G&3G Cellular networks with Satellite System Backhaul.
- Integration (Avanti and YahSat).
- GSM/UTMS Optimization.
- Parallel Wireless O-RAN, 2G Cellular Technology and 3G Cellular Technology.
- Site Integration with Parallel Wireless Hetnet Gateway (HNG) and Converged Wireless Systems (CWS) using Linux
- Cisco Network L2/L3 Configuration.
- Configuring Cisco Firewalls.
- Configuring IP Protocols such as BGP, OSPF, EIGRP, FHRP, VPC, VSS, MEC, MPLS.
- Background Knowledge in SDWAN, NGFW.
- Network Troubleshooting.
- Structured LAN Cabling Design.
- Customer Relations.

- Engineered Standard Operating Procedures (SOPs) for routine IT operations, encompassing Network Device Installations, troubleshooting methodologies, and design principles, enhancing operational efficiency by 90%.
- Managed the end-to-end IT Infrastructure Asset lifecycle, including inventory maintenance and procurement activities, resulting in improved asset utilization and cost-effectiveness.
- Collaborated with the Regional Lead in Africa and the UK to keep IT projects within budget constraints, successfully negotiating with vendors and contractors for infrastructure-specific products and services.
- Defined and implemented a comprehensive IT Disaster Recovery Strategy, ensuring organizational resilience and minimizing potential downtime in the face of unforeseen events.

## SOLUTIONS ARCHITECT – TECHNICAL SALES

MAINONE CABLE COMPANY

2017-2020

- Served as the designated Technical Resource for Pre-Sales Engagement, leading Solution Design and Deployment for Large-scale Enterprise, Multinational, and SME Businesses, including esteemed clients such as Flour Mills of Nigeria (FMN), Dangote Communications (DANCOM), First City Monument Bank (FCMB), PayStack, Nestlé Nigeria Plc, and WEMA Bank.
- Developed and integrated more than 100 tailored technical solutions based on strategic requirements obtained through extensive client engagement, ensuring alignment with customer objectives.
- Designed and implemented of 5 departmental processes and procedures, enforcing Operational Level Agreements (OLAs) within the team to uphold the organization's Service Level Agreements (SLA).
- Led the Sales Team in crafting Technical Proposals, delivering technical demos, and presenting to customers, contributing to the achievement of 90–100% of individual quotas for the Sales Team in 2018 and 2019.
- Coordinated and directed the Service Deployment Team during Solution Implementation and Project deployment, ensuring seamless execution and customer satisfaction.
- Played a pivotal role as the Technical Resource for Bid Responses and Documentation, contributing to successful bid submissions and fostering client confidence.
- Led a diverse team of stakeholders and vendors in the Proof of Concept (POC) Deployment of a vendor-neutral Managed Wi-Fi Solution, showcasing leadership in driving innovative solutions to meet client needs.

## IP NETWORK ENGINEER

BLUEPRINT BUSINESS TECHNOLOGIES

2015-2017

- Orchestrated the deployment and implementation of Cisco Network Technologies in customer solutions, ensuring seamless integration and optimal functionality.
- Managed the installation, configuration, and troubleshooting of Cisco Devices, including Nexus 7000, Nexus 9000, Integrated Service Routers, Adaptive Security Appliances, and Catalyst Switches for key clients such as First Bank of Nigeria, MTN Nigeria, Sterling Bank, and First City Monument Bank.
- Engaged in pre-sales activities, leading Solution Design and Implementation for First Pension Custodian and RusselSmith Group, contributing to successful acquisition of Clients.
- Collaborated with the Sales Team to develop and deliver compelling Cisco Product and Service Proposals, aligning technical offerings with client needs.
- Played a key role in migrating existing connections during MTN GPRS and Datacenter Refresh, ensuring a smooth transition and minimal disruption.
- Designed Cisco Bill of Materials (BOMs) for customers based on technical requirements identified during pre-sales engagement, optimizing the alignment of solutions with client specifications.
- Successfully led the team to achieve Cisco-partner Gold Audit Certification in both 2016 and 2017, showcasing commitment to excellence and adherence to industry standards.