



YASSER SOLIMAN

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CAREER OBJECTIVE

Senior Management Level, ICT Business Solution, Consultation, and Service Implementation with a strong grasp of required tools & techniques in Data Science (AI/ML, Python, Pyspark, NLP), Business Modeling, Finance, and Risk Management. Capitalizing on the long years of experience and achievement with Multinational flagship ICT vendors & Fintech to develop new ideas and bring these ideas into reality to ensure business sustainability & profitability. My projects span a wide & deep scope in the ICT industry & Fintech. E.g. Credit Risk Scoring, NOC MS, CEM, Fixed & Mobile networks, Railway...

SKILLS


- **Generative AI:** RAG, LLM, LangChain, LlamaIndex, Llamafire, Haystack, Chatbot
- **Data Analytics:** Python, PySpark, AI/ML (Pandas, Sklearn, Matplotlib, Beautiful Soup, NumPy, Seaborn, SciPy, Scrapy), NN (TensorFlow, Trax/JAX, Keras), NLP (NLTK, SpaCy, Transformers, Gensim, Stanford NLP)
- **Finance:** Valuation, Modeling Risk, Business Case modeling (VBM), Capital budget (*ROI, NPV, IRR, TVO, TCO*)
- **Solution Sales:** Service, Sales forecast, Customer Engagement, Contractual Negotiation, C-Level presentations
- **Industry Knowledge:** ICT & non-telecom Product Management (*Mobile & Fixed Solution*)
- **Business Consultation:** Digital transformation, CEM/CXM, MS/NOC, Performance (CEI/KQI/KPI), Credit Score

EDUCATION & CERTIFICATES

- 2023:** **Natural Language Processing Specialization:** NLP with Classification and Vector Spaces, Probabilistic Models, Sequence Models, Attention Models – (**4 Courses – DeepLearning.AI**) - Coursera
- 2021:** **Advanced-Data Analysis Nanodegree Program - Udacity**
- 2019:** **IBM Data Science Professional Certificate (9 Courses – Data Visualization & ML) – Coursera**
Data Analysis & Visualization: By PwC
Finance + Valuation + Modeling Risk Analytics – University of Wharton & Michigan – Coursera
ITIL v3 (Foundation & Intermediate Service Design)
MBA, New Orleans, Louisiana, USA.
Project Management (PM) Diploma, University of Cambridge
BSc, Communications & Electronics Engineering, Ain Shams University, Cairo, Egypt

Location/Nationality: Cairo/Egypt **Languages:** Arabic/Native – English/Fluent

PROFESSIONAL EXPERIENCE

- Jun. 2023 Present** **Business Consultant, Digital Transformation, and Data Scientist – Consultant/Freelance**
- ICT Solution Sales (Mobile/Fixed) – Carrier & SMEs
 - Generative AI, ML, Smart Contract
 - Business Investment Decision with capital budgeting techniques (*ROI, NPV, IRR, TVO, TCO*)
 - Digital Transformation, Customer Experience management solutions, and Managed Services (BOT)
 - Management Advisory (Portfolio/Catalogue, Performance (KPI), Balanced Scorecard)
- Jan, 2022 May 2023** **Global Data Analytics Projects Lead / Credit Score – CRIF/ Dun & Bradstreet**
Apply data science to support and create value for financial institutions, telecom businesses, and consumers, in a way in which they can make informed decisions:
-  **CRIF**
Together to the next level
- Credit Score models for credit bureaus and financial institutes (Fintech)
 - AI/ML scenarios in the Telecommunication Industry
- Jun 2015 Dec 2021** **Chief Strategic Officer (CSO) & Chairman's Advisor – (SMEs)**
- Drive the board strategy creation and execution on the different levels of the organization.
 - Taking accountability for overall financial performance indicators.
 - Develop Business solutions to achieve *Operational/Financial/Strategic Plans (Long/Short)*

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Nov 2011
May 2015



Regional Director of Professional Services (MS, NOC/SOC/CEM) for North Africa Region – Huawei

My Major Responsibilities:

- Helping Rep. Office to have a better understanding of customer current business performance.
- Convert technical solutions into monetary (quantifying cost/revenue) terms using a business case modeling, Feasibility Study, Time Value of Money, and ROI.
- Engage with customers through a suitable professional services solution & CEM to achieve customer's business objectives.

Mar 2007
Mar. 2011



Global Business Development & Solution Sales – Nokia Siemens Networks (NSN)

My Major Responsibilities in Business Development:

- Work with the management team in the development, implementation, and ongoing monitoring and refinement of company strategies and plans.
- Develop new business opportunities in line with company objectives (MNO, Railway, SMEs)

May 2001
Feb 2007



Mobile Network Solutions Manager (Circuit & Packet Core):

- Identifying customer requirements for E2E network solutions addressing macro business objectives
- Evaluating technical solutions as well as associated financial feasibility for projects, responding to RFQs / RFPs, and drafting tender/sales bids.

Service Transition and Network Operations – Nokia Networks

Responsibilities:

- Installation, commissioning, integration, troubleshooting, and on-site support for MNO
- Implement operating procedures for service platforms for NOC, SOC, Core Network (MSC/MGW/TMSC/GGSN/SGSN/DNS/FW/WAP/MMS) and Charging Gateway.

July 1996
Apr 2001



Fixed Network Technical Team Leader & Alcatel University Instructor (Egypt/Jordan/France)

Highlight: Recruited as Team Leader for fixed networks (Installation/commissioning/integration), got promoted as Alcatel Certified Instructor from Alcatel France due to exceptional work performance.