

# Abbas Zohrevand, PMP, MBA

---

## **Personal data**

Date of Birth	18 May, 1966
Nationality	Iranian, Finnish Permanent Resident,
Marital Status	Married
Address	179/149 Noble Wana Watcharapol, Bangken, Bangkok, 10220 Thailand
Telephone	+66 982482664
E-mail	abbas.zohrevand@gmail.com

## **Education**

B.Eng. (Computer Integrated Manufacturing)  
Vaasa University of Applied Science, Finland  
1996-2000

Master of Business Administration (MBA)  
International Business and Financial Management  
Assumption University, Thailand 2004-2009

## **Training & Courses**

PROPS-C for Project Managers, 2018  
ERICSSON Academy, IRAN

Six Sigma Training, 2018  
Ericsson Academy, IRAN

Project Management (PM4U), 2001  
Ericsson, Kula Lumpur, Malaysia

Core 8 Training, 2014  
Huawei Technologies, Shenzhen, China

Level 5 PM Training, 2015  
Huawei Technologies, KL, Malaysia

System Training for GSM, 2000  
Nokia Hungary

## **Proficiency in languages**

English	Fluent
Finnish	Basic
Thai	Basic

## **Key qualifications**

Professional Telecom Project Management Competency  
Full Turnkey, Modernization, SWAP, RNC/BSC expansion projects and Managed Service projects

## **PROFESIONAL SUMMARY**

Bilingual senior manager with over nineteen years' experience including over 18 years of project management and project consulting experience in Asia, Europe and the Middle East.

Service delivery manager with international experience with multi-vendor experience.

Senior manager and engineer experienced in project management and engineering management, running large Telecom project of up to 65 (Internal & External) staff and multi-million USD projects.

Strong on building new organization, organization expansion, and organization transformation. Bilingual communicator, strong in building teams works in diverse organization, lead my division to setup targets & goals, promote on objectives and setup KPI's for key players. Collect the measurements and apply reward & punishments.

## **EMPLOYMENT HISTORY**

### **HP Enterprise (Malaysia)**

April 2019 – March 2020

Program Director

Maxis Data Warehousing Project

- Responsible for managing projects, and delivering and deploying solutions
- Lead the coordination of multi-disciplinary and inter-department project teams through the use of tools
- Managing waterfall, agile and hybrid projects
- Managing Project Governance Framework including CTO steering committee
- Change management of deliverable within program and create additional revenue through CR's
- Developing program budget, monitoring and monthly adjustment
- Managing risks budget and present to board for review, adjustment and approval
- Third party internal procumbent process, PR and PO
- External hiring, negotiation, selection and financial management
- Managing headcount,

### **Ericsson System & Services (PJSC) (IRAN)**

June 2018 – December 2018

Senior Customer Project Manager

MTN 2018 RNC/BSC Expansion Project,

- Managing planning of new RNC expansion into three regions,
- Expansion of 77 RNC/BSC capacity
- Software upgrade of RNC/BSC to 2018Q2 SW version.
- Perform of Rehomings more than 1,000 NodeB in 2G & 3G.

January – June 2018

Senior Customer Project Manager

MTN ZERO Sites Project

Implementing full turnkey of 145 ZERO SITES in high dense urban area. Ericsson is introducing new solution for dense urban area with full integrated tower in form of integrated public electrical pole.

- Managing RF & TRX planning of 145 Zero sites with customer planning team,
- Perform common survey with customer to ensure maximize customer ROI of expensive solution to be fully utilize.
- Perform complex scope of SA, Lease agreements and payments,
- Providing temporary and permanent AC power in complex scenario.
- Site construction, integration, acceptance and handover to MS team.

- Managing customer on daily and weekly basis and ensure fulfill monthly target given to Ericsson.

### **Huawei Technologies (Thailand)**

January 2015 – December 2017

Delivery Quality Management Department Director

- The controller of projects quality within Thailand office and quality benchmark!
- Establish a project quality assurance team including hiring, organize training and set up project quality KPI's,
- Identify quality goals & targets for projects mapping with customer requirements.
- Identify key quality risks, quality measurement and assessment,
- Provide training & tools to local subcontractor to ensure the tasks of quality is performing with minimum costs toward Huawei.
- Setup Huawei quality center to control and accept acceptance & quality of subcontractors to minimize Huawei site supervisor on field.
- Responsible for downsizing Huawei internal organization bypassing tasks to local subcontractors.

### **Huawei Technologies (Malaysia)**

July - December 2014

Delivery & Service Business Department, Project Director

Indonesia – Smartfren LTE Project

Establish early startup team for fast ramp-up:

- Create core team for interface with customer for HLD,
- Create team for interface with customer for scope of work finalization and documentation.
- Acceptance process, payment milestone verification and documentation,
- Contract Review and Risk Identification,

### **Mobile Company of Iran**

July 2012-June 2014

**Enterprise Sales & Marketing Department, Senior Manager IOT**

- In charge of creating partnership module with local and international IOT partners.
- Identifying strategy IOT in Iran, create business proposal and present to top management for setting up strategy,
- Identifying and developing new business through networking and partner management ecosystem,
- Assisting in developing IOT/M2M marketing plan,

### **July 2012- October 2013, Managed Services Senior Manager**

- Engagement with Ericsson, MS solutions provider.
- Led a team to Study the current work load, SLA and KPI's information and provide gap analysis and optimization plan for new contract with Ericsson Tehran Region,
- Led a team to Study the current organization and process information flows/controls and provide gap analysis and plan with help of consultant (Sofrecom),
- Multivendor Support,

**Mobinnet Telecom Co.,****September 2011- June 2012, Roll-Out Director**

Achieving Multivendor BSS expansion and implementing nationwide network including:

- Overall project management, schedule, and quality.
- Project planning: rollout phases.
- Main schedules.
- Recruitment of the organization.
- Secure that project processes are implemented.
- Reporting to the CTO and CEO.

**Pishro Telecom Solutions (PTS)****May 2010- August 2011 Managing Director**

Achieving business growth with obtaining new clients/contracts with focus on customer relationship management and creating value added service delivery.

**Huawei Technologies (UAE)****December 2009- April 2010 Deputy Project Director**

Achieving customer confidence on RAN SWAP project (HSPA+).

- Over 750 sites across UAE.
- Manage the team (Keep the team on task),
- Quality Control,
- Track the group,
- Suggest/Implement Improvements
- Interact and report to customer Project Director,
- Daily meeting and reporting to du PMO office,
- Site access, inventory control and overall project tracking.

**Pishro Telecom Solutions (PTS)****March 2007- October 2009 Operation Director**

Secured & achieved delivery of:

- Delivered profit for propose projects & service proposal,
- Supplier and subcontractor agreement and contract,
- Day to Day business operation.
  - a) Complete project contract worth 800k USD with Ericsson.
  - b) Acquired and implemented of project contract with Huawei worth of 500k USD.
  - c) Acquired and implemented turnkey project (EPC) with Huawei worth of 1.5 million USD

**Nokia Networks MEA****March 2005-February 2007 Project Director**

MCI BSS Network Expansion Project

As project director responsible for start-up of entire project, specifically:

- Hiring the national organization include Nokia internal recruitment, external resources and contractors.
- Preparing the cost baseline and calculate the project profit margin and present to revenue recognition committee for approval.
- Prepare the KPI and acceptance criteria for regional management subcontractor within Nokia regions.
- Set up of national office in Tehran and five regional offices.
- Work closely with partner manager and contract manager for prepare the contract with network planning companies (Aircom, IRIS) and project management company (MYCOM, INTA).

- Day-to-day project operation, monitoring and reporting and overseeing 90 project team members.

## **Huawei Technologies (Thailand)**

September 2002-February 2005 Senior Project Manager

Thailand

### **September 2004-January 2005, AIS Transmission Network Design Project,**

Led team to change (AIS) transmission network from lease line to MW in Thailand.

Managed project team to prepared hypothetical network planning, media planning, capacity planning and BoQ. Performed site survey and site selection, final network planning and pursued client approval.

### **ADC (Advance DataNetwork) MPLS Network Project**

A total of 23 IP core sites, and 50 BRAS implemented over a 3-month duration. The project value is USD 2.59 million. Responsible as turnkey project manager for design and implementation of IP backbone network in Bangkok.

### **True Digital Loop Project (Underground Project)**

This project aimed to provide various telecom services for first Bangkok Metro system. True Corporation provided two optical fiber rings for 18 stations in Bangkok.

A total of 18 remote sites and 2 central sites were implemented for duration of 5 months. The project value was USD 1.1 million.

### **December 2002- June 2003, TA-Orange Radio Network Design Project,**

Successfully Managed RF design team for 500 BTS sites.

Performed Nominal Cell Planning, RF Measurements, Propagation Model Optimization, Capacity Dimensioning, Site Surveys, Final Cell Planning, Frequency Planning, Cell Parameter Planning and Initial Tuning.

### **True Corporation ADSL Project**

Achieved fast & complex implementation of digital broadband network in Bangkok.

Project value was USD 18.3 million and time to complete was 12 months.

A total of 6 Core sites (CSN), 68 Distribution sites (PTN) and 750 Access sites (RCU) implemented under new broadband network in True existing fixed line network.

## **India**

New Delhi, India; MTN project.

Assign as bid manager in technical support department with suppliers and subcontractors.

## **Gammon Skanska**

April – July 2002 **Turnkey project management Consultant**

Malaysia, China

Work as consultant with **Huawei Technologies** HQ to develop turnkey project management procedure on telecom infrastructure project.

Delivery of:

- Prepared procedures for developing subcontracting strategies
- Prepared of criteria for supplier and subcontractor assessments
- Developed procedures for international tendering
- Risk analysis, operation risk assessment for turnkey project
- Prepared database for outsourcing activity base on geographical area.

## **Skanska Telecom Networks OY**

November 2000 – March 2002 **Project Engineer & Junior Project Manager**

Bangkok, Thailand

- Assisting country manager for new entity set up in Thailand,
- Assisting on recruitment of the organization,
- Business development and project acquisition,
- Relationship development for new accounts,
- Part of bid management team and contract negotiation,
- Representation of the company at relevant events,
- Build and manage a local partner for supplier and services.

KL, Malaysia

Working with Ericsson regional office, creating synergy of cooperation between ERICSSON & SKANSKA in Telecom Infrastructure project in the Asia Pacific region.

Hungary, Holland, Sweden

Lead site acquisition team and technical site survey for **Orange, Sweden**.

Technical evaluation and preparing technical site survey.

Team member to create, Skanska Project Manual and Documentation set, located at HQ in **Holland**.

Assistant zone project manager in **Hungary on NOKIA / Vodafone**

project. Responsible for Construction Management of 50 BTS sites.

Responsible for the collection of progress reports from subcontractor and construction quality control up-to NOKIA standard.

## **EARLY CARRIER**

1999 – 2000 **Project Engineers**

Vaasa, Finland

Technobotnia Engineering Ltd, Vaasa, Finland

As team leader, I was responsible for developing and implementing new software for simulation programs in the company.

Our company was launching a new production line using computer integrated manufacturing solutions for combining design and control through simulation programs and I served as team leader to implement CIM solutions.

1997-1999 **Project Engineers**

Vaasa, Finland

Stormossen Ltd, Vaasa, Finland

Various responsibilities, from technical support and customer services to production. The company's products were electrical and mechanical components, one of the suppliers of ABB (Finland).

I was in charge of design, programming and control on CNC machines.

## **COMPUTER SKILLS AND OTHER ABILITIES**

- Special interest in organizational management, process definition & alignment, work breakdown structures and management tools & techniques.
- Full computer literacy (DOS, MS-Windows, MS-Office suite, Internet, AutoCAD, Visio)
- Theoretical knowledge of GSM & UMTS.

## **Activities and interests**

Excellent Health  
Advanced open water diving  
Fitness and indoor sports