

Pourya Mehrpouyan

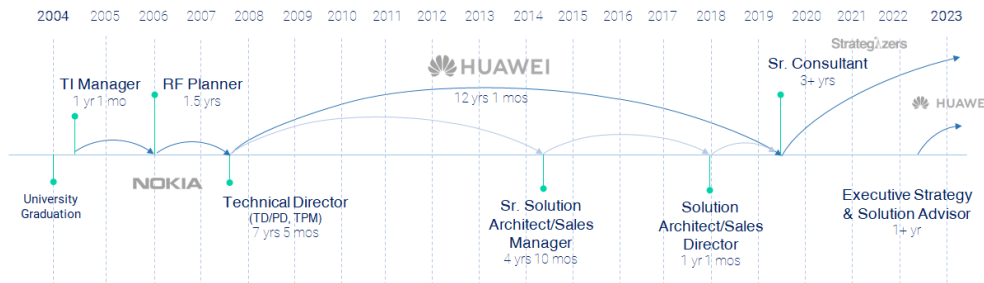
Executive Advisor | Innovation |
Cloud Strategy | 5G | Digital Strategy
and Transformation

About me

Online Portfolio



18+ Years of Experience at a Glance



An experienced Telco/IT solution director and advisor, with over 18 years of designing and delivering end-to-end solutions for various markets. I have a track record of developing and implementing business strategies, improving efficiency, and managing complex projects. I have a strong consultative approach, and I collaborate with customers' business leaders to identify their pain points and requirements, and design, present, and deliver solutions that meet their needs and expectations. I am seeking new challenges and opportunities to apply my skills and experience.

Experience

Executive Strategy & Solution Advisor

Huawei

Present
Sep 2022

- Expertly engaging C-suite stakeholders to understand their needs and provide optimal solutions, leveraging consultative selling techniques and comprehensive business insights to guarantee value delivery across the entire ecosystem.
- Creating strategic digital journeys for CSPs and enterprises by leveraging the trending E2E ICT solutions and newest digital services to drive business growth.

Senior Consultant

Strategyzers

Present
Jun 2019

Technology Consultancy

- Designing E2E Solutions, Technology Roadmap Strategies based on Network Insights and Generating E2E Proposals
- Creating High-Quality Value-Driven RFPs, Tendering and Vendor Selection

Business Development Consultancy

- Developing Joint-Business strategies to boost TTM, reduce TCO and enrich the ecosystem through a variety of flexible business models.
- Providing pitched plans and investment strategies to clients to raise capital through presenting new generated values and profit

Solution Architect/Sales and Product Director

Huawei

Jun 2019
Jun 2018

- Leading Solution Sales Team to guarantee the results and improve the quality of operation and outputs of team individuals
- Managing E2E Solution Design to Ensure Solution Deliverability and Profitability

Sr. Solution Architect/Sales and Product Manager

Huawei

Jun 2018
Sep 2014

Technical Director (TD/PD, TPM)

Huawei

Sep 2014
Jun 2007

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Dubai, UAE

LinkedIn

Education

2018 - 2020 MBA - Strategic Management
University of Tehran

1999 - 2004 BSc/BA - Physics
Razi University



Awards (Recent 3 years)

2022 Consulting Project Award
Business/Technology Cons.
RighTel

2019 Presidential Award - Best
Project
Solution Sales Director
HQ, China

2018 2X Annual Individual
Outstanding
Solution Sales Manager



Certificates (Recent 3 yrs.)

Business and Strategy

Developing Business Acumen
Creating a Business Plan
Marketing: Customer Segmentation
Developing a Competitive Strategy

Technology and Leadership

Digital Transformation
Assessing Digital Maturity
Enterprise Design Thinking
Cloud Native Development
Cloud Architecture

Global Market Experiences

