

**Personal details**

Name: Bahaa Koteich
Address: Beirut
Country: Lebanon
Nationality: Lebanese
Gender (Female/Male): Male
Date of birth (YYYY-MM-DD): 1971-08-04
Telephone: +961 3 398413
Email address: bahaa.koteich@gmail.com

Educational qualifications

<i>From Year</i>	<i>To Year</i>	<i>Education type</i>	<i>Branch of study</i>	<i>Institution name</i>	<i>Certificate / Degree</i>
1989	1994	University	Telecom Engineering	Lebanese University	Electricity & Electronics- Telecom and Computer Engineer

Training and courses

<i>Year</i>	<i>Course</i>	<i>Organized by</i>	<i>Duration</i>
2023	Leadership, Sales, Supply, Finance Procurement and Compliance	Ericsson	30
2022	AI/ML and Engagement	Ericsson	5 days
2021	Set of training Sales, Technical and Leadership.	Ericsson	15 days
2020	Set of training Leadership, Digital Transformation and Ericsson on the Move Leading for Impact	Ericsson	20 days
2019	PPM and products	Ericsson	4 days
2016	Sales Excellence	Ericsson	10 days
2016	Sales Excellence Level 2	Ericsson	7 days
2015	Sales Excellence Level 1	Ericsson	13 days
2014	SPIN	Ericsson	13 days



Year	Course	Organized by	Duration
2014	Global Leadership	Ericsson	2 days
2014	PPM2014	Ericsson	3 days
2014	Technology Day	Ericsson	5 days
2013	PPM 2013	Ericsson	1 day
2013	Leadership Course	Ericsson	5 days
2012		Ericsson	5 days
2012	PPM 2012	Ericsson	5 days
2010	LTE Introduction	Ericsson	4 days
2008	Project Sales / KAM Session	Krauthammer International	4 days
2007	Multimedia Project Sales	Ericsson Dubai/ Maturity Program	2 days
2007	Candi	Ericsson Spain	4 days
2006	Sales Training, TPCM	Ericsson Sweden	3 days
2006	MSS Planning workshop	Ericsson Lebanon	5 days
2006	IMS Introduction	IMS Program	4 days
<2005	Many GSM and Management courses between 1997 and 2005	Listed in the attached document "Bahaa Courses before joining Ericsson"	Around 190 days

Language skills

Language	Level *
Arabic	Mother Tongue
English	Conversation & Writing
French	Conversation & Writing

Present position: Regional Sales Director

From Year	To Year	City / Country	Employer	Job title	Job description
2024	Present	Lebanon	TNSS	Sales Director	Leading Sales in MEA and Africa for Network Solutions and Services for Mobile Operators.
2017	2023	Lebanon	Ericsson	Head of Network Delivery & Supply	Planning and securing the delivery of all Network elements (RAN, MW, Core and Digital Services) for Levant Countries and Ooredoo Group in Qatar, Oman and Kuwait.
2015	2017	Lebanon	Ericsson	CTO/Head of Network for North Middle East	Lead Network Engagement and Sales for North Middle East. Drive the C-level engagement Maximize relationship with the customer.



<i>From Year</i>	<i>To Year</i>	<i>City / Country</i>	<i>Employer</i>	<i>Job title</i>	<i>Job description</i>
					<p>Develop and implement strategy for the accounts in (NME) North Middle East.</p> <p>Responsible for all presales activities for all accounts in NME.</p> <p>Provide the right solution at low cost.</p> <p>Responsible for E2E solution.</p> <p>Preparing Solution/BoQ</p> <p>Placing the order and following with supply till the delivery of materials.</p> <p>Deep and broad experience with advanced knowledge within solution/BoQ/ordering</p> <p>Handling conflict between accounts and other stakeholders.</p> <p>Involved in the project delivery till the Acceptance test.</p>
2012	2015	Erbil/Iraq	Ericsson	CTO	<p>CTO for Orange/Korek account in Iraq.</p> <p>Responsible for all presales activities for Korek account.</p> <p>Maximize relationship with the customer.</p> <p>Develop engagement strategies to secure growth in the network.</p> <p>Placing the order for all POs.</p>
2009	2012	Lebanon	Ericsson	CTO	<p>Relationship engagement.</p> <p>Be the Trusted Advisor for Orange/Korek</p> <p>Supporting in pricing and doing the commercial offering.</p> <p>Placing the order for all POs.</p> <p>Doing the account manager job.</p> <p>Acting on behalf of KAM in Iraq during his absence. Since we were running the Operation from Lebanon, the KAM was not able to be in Iraq all the time.</p>
2007	2009	Amman/Jordan	Ericsson	Technology Manager	



<i>From Year</i>	<i>To Year</i>	<i>City / Country</i>	<i>Employer</i>	<i>Job title</i>	<i>Job description</i>
					Responsible for the whole technical solution and presales process for Iraq. Placing the order for all POs.
2006	2007	Amman/Jordan	Ericsson	Technical Solution Manager	Doing the technical solution of ITPC Iraq, AsiaCell, Orange and Korek for all VAS and digital services.

Career history

<i>From Year</i>	<i>To Year</i>	<i>City / Country</i>	<i>Employer</i>	<i>Job title</i>	<i>Job description</i>
2005	2006	Islamabad/Pak	Orascom/Mobilink	Core Network Manager	Leading a team of 20 engineers to look after the core network of Mobilink.
2004	2005	Islamabad/Pak	Siemens	VAS/IT Manager	Leading the VAS&IT team in Telenor project. 15 engineers were reporting to me.
2002	2004	Damascus/Syr	Syriatel	Network Engineering Manager	Leading a team of 15 engineers to do the Radio, Core and VAS Planning(MSC/BSC/RBS/VAS).
2001	2002	Sanaa/Yemen	Orascom/SabaFon	Network Engineering Manager	Leading a team of 10 engineers to do the Radio, Core and VAS Planning and Design.
1997	2001	Beirut/Lebanon	France Telecom	NSS/Servers Engineer	Doing the O&M for MSC & VAS Platforms
1994	1997	Beirut/Lebanon	Solectron	Computer Engineer	System and Networking



Achievements of last 10 years

I am currently leading all Sales and Technical Engagements activities for TNSS in MEA and Africa. I am managing the relationship with the customers and boosting the sales in the region.

I was leading the Network Delivery / Supply Unit in the region North Middle East (Levant countries and Ooredoo Group), we managed to enhance the planning and delivery in the region and gain the trust from all the customers.

I have introduced new talents to the team to lead the planning and enhance the forecast. I have managed to enhance the ways of working with the business partners in the region.

I was supporting one of the most advanced customers in the world “**Ooredoo Qatar**”, at the same time dealing with most complicated cases like Iraq and Afghanistan.

I am proud to say that I positioned my unit as an attractive unit for many talented people in the region.

One of the biggest achievements was the success of launching 5G in Qatar and have all stadiums fully covered by 5G before the World Cup 2022. It was great success for both Ericsson and Ooredoo Qatar.

I was before the Head of Network Engagement for the region. I was leading the Operator Strategy, Network Evolution, Design and Sales for the Operators in North Middle East.

I propose the right scoping at low cost in order to be competitive in our offering. I prepare all the tactics for negotiation with the customer.

I gain trust quickly and I have good influence on CTO/CEO to direct their decisions. In general, I am a trusted person. I am very positive and flexible.

I was driving the LTE RFP in Lebanon; we managed to secure 75% of Ericsson market share in Alfa Lebanon.

I was leading all the Sales and Presales activities from data gathering, planning till the final offer for all accounts in North Middle East. I am leading the preparation for network Evolution and Operator strategy.

The biggest achievement was to introduce the 3G in Iraq in 2014. I managed also to build solid backbone for 2 Operators. We introduced also the CBIO in Orange/Korek.

We managed to secure 3G business in most of the Operators in North Middle East.

We managed to modernize the Core network from Legacy to Virtual/Cloud Platforms for all Operators in North Middle East. We introduced also IMS in Lebanon.



About me

My background covers both the technical and business aspects. I can prepare the technical solutions, descriptions, documentation for the customer and do both technical and commercial negotiations.

I have had the opportunity to develop my management skills within Ericsson in a variety of occasions. I have formed and led diverse teams during offer preparation, motivate and encourage them from a performance perspective.

Due to my diverse technical background, I have the ability to understand customer requirements quickly and propose the appropriate solution. I have the ability to translate the marketing requirements into technical terms. I know how to manage the interfaces between the Core and VAS platforms from a technology standpoint.

I have strong experience in GSM/WCDMA/LTE. I have done many start-up projects. I have worked in a multi-vendor operator network. I have good experience in project management, implementation, planning and O&M. I have experience in tenders and negotiation with suppliers. I have played different roles in different operators. I have also experience in Siemens, LogicaCMG, Ferma, Brite, Tecnomen, Telesoft, Astelia, etc.

I have worked with diverse operators such as Korek, Orange, Orascom, Mobilink, Syriatel, France Telecom.

On the relationship level, I have very good relationship with many CEOs, CTOs and CMOs of the Operators in the Middle East and Africa.

References:

Can be provided upon request.