

Alan McDonald

PROJECTS MANAGER

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SUMMARY

A highly enthusiastic aspiring to work with a team of motivated professionals in a challenging environment to augment my project management, and leadership abilities.

For about 12 consecutive years, I have been actively engaged in the energy and power infrastructure development:

- Managing on-grid, off-grid, enterprise resource planning, National grid development, OPGW, advanced metering infrastructure and Universal access to electricity projects; Substation and T&D operations; Monitoring efficiency and Electricity Tariff enforcements of higher energy consumers,
- Studying the energy and power sectors reform, energy transition, technology developments, investment and market trends providing insights for business development, market intelligence, PPPs, PPAs, and IPPs advisory knowledge to businesses focusing on energy and power sectors,
- Enabling the channel business ecosystem construction, sourcing of suppliers, subcontractors and actively managing them during the engagements; adapting corporate policies to the local context, implementing and enforcing the policies to achieve the business goals; building customer relationships and honoring customer support and maintenance service agreement commitments,
- Leading the channel Service, Customer Support and project management teams; setting goals, coaching and managing performance,
- Directing feasibility studies of project opportunities, reviewing conclusions and developing delivery solutions; Managing project risks, changes and Service and project operations.

SKILLS

- Project, Channel Sales and Customer Relationship Management; Business development
- Team work, problem solving, adaptability and time management
- Goal Setting, Coaching and performance Management
- RET Screen Suite-A Clean energy project analysis software
- LEAP-Long range energy alternatives planning system
- Windows and Office Tools including MS word, MS excel, MS PowerPoint, MS project,
- AutoCAD
- Multiple digital and enterprise resource platforms

EXPERIENCE

Director of Enterprise Delivery and Services

Huawei Technologies *Jul 2019 - Present*

- Leading the delivery and service team in the enterprise business department,
- Managing multiple and key enterprise projects in Ethiopia and Djibouti,
- Maintaining the customer satisfaction enforcing the Issues to Resolution process for technical support and spare part delivery management,
- Overseeing the channel projects delivery and the after sales customer support through Huawei partners,
- Managing the Service Platform/Ecosystem Construction of enterprise business in Ethiopia,
- Ensuring on time *Revenue Management, Invoicing and Payment Collection* for all enterprise projects,

- Acting as a primary Fulfilment Responsible contact person managing risks, changes and delivery and Service operations,
- Reviewing project opportunities and providing go and no go recommendations,
- Services sales and warranty renewal/extension for older projects,
- Collecting and analysing market insight for Huawei enterprise services and taking improvement actions,
- Policy development and adaptation to the local enterprise market,

Channel Services and Customer Support Manager

Huawei Technologies *Jan 2018 - Aug 2019*

- Managed and oversaw channel and own delivered Projects incl. Ongoing ERP Projects for EEP&EEU,
- Enabled and managed channel service partners for the Enterprise market,
- Managed the customer support and warranty services for a portfolio of products and services,
- Promoted and developed services sales,
- Sourced, enabled and controlled suppliers and subcontractors,
- Managed the team building and the business capability of the service and project employees,
- Facilitated stakeholder engagements and communications,
- Assured the quality of services and projects delivery

Projects Manager

Huawei Technologies *Oct 2013 - Dec 2018*

- Managed an advanced Metering Infrastructure, AMI, pilot implementation project for Ethiopian Electric Utility, EEU,
- Lead a team of experts and conducted a site survey and a feasibility study of solar mini- grid solutions in Ethiopia(MoWIE, Ethiopia),
- Managed the installation, test and commissioning of 1600KM National Grid Infrastructure Development(OPGW) Project of Ethiopian Electric Power of voltage sizes *132/230/400 KV Transmission line ground wire retrofitting for Optical connectivity*,
- Guided, reviewed and approved the survey reports, the engineering designs and the BOQ generation,
- Sourced, enabled and managed the suppliers and subcontractors throughout the project implementation phase
- Administered the project contract, ensured the quality, Environmental, health and safety scopes and community engagements during project delivery.

Distribution, Operation and Construction Electrical Engineer

Ethiopian Electric Power Corporation *Apr 2008 - Nov 2010*

- Designed Medium and Low voltage power line constructions and rehabilitation works including cost estimation and project supervisions,
- Managed thousands of last mile connections,
- Supervised and monitored multiple Universal Electricity Access Projects ,/UEAP/,
- Allocated and distributed Capital and Rehabilitation Budgets for the district offices,
- Compiled ,reviewed and approved payments and take of sheets,
- Provided quarterly training for technical personnel,
- Organized and reported scheduled/monthly and relevant tasks,

PROJECTS

National Grid Infrastructure Development,OPGW, Project Project Manager *Oct 2013 - Dec 2017*

Enterprise Resource Planning, ERP, Infrastructure Project Project Director *Dec 2016 - Present*

Wonji – Shoa Sugar factory 30MW Electrical systems Package installation project

Project Manager *Nov 2012 - Sep 2013*

33,15 and 0.380 KV Universal Electric Access Grid extension project electrifying 15 rural towns
Project Manager *Dec 2010 - Oct 2012*

EDUCATION

Master of Business Administration, MBA
University of California - Irvine Campus, California *Aug 2016 - Aug 2018*
Business Leadership

Bachelor's Degree /BSc.
Rochester Institute of Technology - New York *Oct 2002 - Jul 2007*
Electrical Engineering

CERTIFICATES

Project Managers Development program
Huawei Technologies *2019-06-19*

Financing for Development-
The World Bank Group *2015-11-01*

First Line Managers Development Program
Huawei Technologies *2019-04-12*

Risk and Opportunity: Managing Risk for Development-
The World Bank Group *2014-08-30*

LANGUAGES

English ●●●●●
Arabic ●●●●●

French ●●●○○
Chines ●●●○○

AWARDS

Excellent Personal Contribution Award in 2018
Huawei Technologies *2018-12-31*

Monthly Star Award
Huawei Technologies *2017-11-30*

Future Star Award
Huawei Technologies *2015-12-31*

REFERAL

Available on request.