AJAO, Adewole David

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PROFESSIONAL PROFILE

I am an exceptional self-starter with demonstrated skills in Internet service provision, cybersecurity, access advocacy and policy development. A graduate of Computer Science who has grown from field engineering to management level in the telecommunication service industry, I have hands-on experience in business development, contract negotiation, supplier management and customer service. In private consulting, I have also been responsible for selecting and deploying technology solutions for several enterprise organisations. My thirst for knowledge and knowledge sharing has combined well with my strong interpersonal and communication skills to make me a passionate and effective trainer.

I have a passion for the Internet and its potential to help educate and empower individuals and businesses to tap into diverse opportunities and solve many of the world's problems.

WORK EXPERIENCE

Strategic Negotiator (Network Infrastructure, Peering) *(October 2022 - Current)*
Google (Global Network Acquisition)
- Leased Fibre Network Acquisition in Kenya, Nigeria, South Africa - Wavelengths, Fibre pair IRUs
- Third-party Data Centre Acquisition - Colocation, Space, Power in Kenya, Nigeria, South Africa
- Private Subsea infrastructure acquisition in Sub-Saharan Africa - Cable landing site selection, Real Estate acquisition; landing infrastructure; Environmental, Telecommunications and Legal Regulatory compliance
- Network Interconnection and Peering Policy contributor
- Peering and Caching Acquisition, Deployment and Relationship Management - Sub-Saharan Africa (45 countries)
- Contract negotiation and ongoing management. Quality of service management and SLA enforcement.
- Triage between commercial, technical and legal teams

Managing Partner *(August 2021 - September 2022)*
Tinitop Technologies, Abuja - *Technology consulting, training and network services company*

- Led provision of technology consulting services to enterprise clients and telecommunication network operators
- Developed bespoke communication technology offerings for academia, government, non-government, multinational and telecommunications sector clients.
- Led design and implementation of digital empowerment programmes teaching and mentoring young persons to acquire profitable in-demand information technology skills
- Developed and sustained executive customer relationships

Manager, Network Interconnection Product & Ecosystem Solutions Development *(January 2021 - August 2021)*
Kasi Cloud Ltd, Lagos - *Startup data centre and co-location services provider in pre-operations stages*
- Defined and acquired core operational licensing for company to meet current and foreseen regulatory requirements
- Led the company's Ecosystem Solutions cross-functional team to define operational technology and international data centre standardisation requirements
- Led the company's Ecosystem Solutions cross-functional team to segment the market, develop solutions, establish partnerships and generate a pipeline of key definitional/ foundational customers
- Designed robust network infrastructure for connecting test facility to subsea cable landing station and inland carrier interconnection facility (as part of hyperscale preparedness prior to production facility readiness)
- Initiated and completed the process of sourcing low-cost optic-fibre connections for company headquarters, residences and test laboratory facility
- Facilitated engagement with the Nigerian Communications Commission to improve the licensing regime for multiple telecommunications operator categories.

Vice President, Business Services *(July 2020 - December 2020)*
Suburban Fiber Company, Abuja - *Fibre-to-the-premises Internet, TV and voice services provider with about 5,000 subscribers*

- Initiated a caching and network peering strategy that reduced upstream bandwidth expenditure by 30% and improved the customer

experience with popular TV services
- Introduced self-service portals that increased customer service satisfaction by 40% and served as an essential tool that helped sales teams triple bandwidth upsell rates
- Initiated a business unit audit that resulted in 100% billing coverage of customers and partner network operators thus plugging leakages that had existed for multiple years

- Introduced new methodology and financial systems for improved collections and proper management of revenue and profit/loss function

Chief Operating Officer, Bandwidth Consortium *(A*ugust 2011 - July 2020)
Nigeria ICT Forum of Partnership Institutions, Abuja　　　 - *Non-profit Internet buyers consortium for research and education institutions.*

- Transformed grant-funded project into cash-flow positive company through innovation, cost optimization, relationship management and repositioning in line with changing market trends
- Negotiated and managed contracts with upstream transit providers, metro network operators, and infrastructure servicing companies for effective delivery of Internet services to Consortium members
- Managed customer service and technical teams and facilitated regular training and sensitization of staff to build in-house technical capacity and lower cost of operations
- Established procedures for improved monitoring and strict enforcement of SLA to obtain improved quality of service from vendors and in-house teams to maintain high customer satisfaction levels
- Drove engagement with industry stakeholders to improve local Internet traffic and regulatory environment

Operations Manager, Bandwidth Consortium *(*August 2010 - July 2011)
Nigeria ICT Forum of Partnership Institutions, Abuja　　　 - *Non-profit Internet buyers consortium for research and education institutions*

- Developed a sustainability plan including the provision of services, continued technical development, and adaptability of the consortium
- Provided day-to-day Operational management of (wired, wireless, satellite and terrestrial) ICT systems and supported clients' networks across Africa
- Coordinated all sales effort of the Consortium by ensuring timely billing, effective follow-up and collection from all clients; as well as ensured effective and regular dissemination of information to clients.
- Pioneered the use of optic-fibre links as an adjunct to satellite for scaling up Internet capacity in major Nigerian Universities in the early days of commercial optic fibre service

Business and Technology Consultant (October 2007 - December 2018)
Tinitop Technologies, Abuja - *Technology consulting, training and network services company*

- Founded Nigeria's biggest SMS platform with native mobile applications and grew it to 90,000 users within 3 months (2011)
- Integrated open-source (asterisk) telephony solutions with GSM networks to enable low-cost but full-featured call centres for several Health Maintenance Organisations (HMOs) to fully satisfy their NHIS requirements in a cost-efficient manner
- Designed networking solution for interconnecting the national telecom regulator's mobile spectrum monitoring vehicles (using Cisco 1941 router, cellular interface, VPN)
- Deployed communication technology solutions and Web services to academia, government, non-government, multinational and telecommunications sector clients.

Senior Network Engineer- IP Backbone (May 2008 - June 2009)
WiTel (Startech Connections), Abuja - *Private Telephony Operator & Internet Service Provider delivering services via WiMax and wired copper connections*

- Administered Cisco Routers and Switches, SonicWall Firewalls, Allot NetEnforcer Bandwidth Managers, Squid Cache Servers, BIND DNS servers, IBM eSeries servers, IBM TotalStorage Backup appliances
- Implemented dual-homing of upstream satellite Internet connection to increase reliability of services to Internet customers

- Redesigned and managed IP backbone services for provision of differentiated services to customers on the BreezeAccess wireless platform and optic fibre links

Value Added Services (VAS) Project Engineer *(*June 2006 - October 2007)
SimbaNet, Lagos - *Value added services provider enabling traditional telecommunications operators to offer Internet-based services*

- Provided technical pre-sales engineering support for the satellite ISP arm of business.
- Led turnkey solution deployment of Sonicwall Firewall appliances, Ipswitch Email servers, Windows DNS servers, BIND DNS servers, Whatsup Gold Network monitoring, and IBM TotalStorage for CDMA network operators.
- Increased company revenue from telecom operator customers and added customer satisfaction by introducing open-source network monitoring/management solutions to service offerings
- Occasionally carried out satellite VSAT migration and configuration changes for large telecommunication service providers on SCPC/DVB and SCPC/SCPC links

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Linux Systems Administrator, Trainer *(*September 2005 - June 2006)
SKANNET, Ibadan- *Home-grown Internet Service Provider that offered affordable dial-up and wireless Internet services to over 10,000 subscribers*

- Administered email servers on Sendmail and qmail, MySQL database servers, and BIND domain name servers
- Was responsible for general health of several servers running on RedHat Linux and FreeBSD Unix
- Facilitated external client trainings in DNS Administration and Mikrotik Network Administration

Early Career

On completion of my secondary school education, I had the opportunity to manage a small business centre where I taught myself how to use a computer. This was followed by my first undergraduate internship at an ISP (Cyberspace Ltd, Lagos) and a second undergraduate internship in which I was one of two partners that founded another ISP (Click Networx, Lagos) which provided services using a VSAT terminal, point to point DSL, PABX, WinProxy and Windows 2000 RAS. Since then, I have administered systems and networks in several other fast-paced environments where I teach myself continuously to solve customer problems and/or tap into market opportunities.

Providing consulting services (in a personal capacity) to a variety of corporate entities since 2000 has given me the opportunity to lead and collaborate on projects of varying scope and sizes. It has also given me the opportunity to develop business and manage several contracts and vendor-client relationships for effective service delivery and profitability.

EDUCATION

Advanced Computer Security Certificate
Stanford University (2020)

B.Sc. Computer Science
University of Ibadan (2004)

OTHER EXPERIENCE

Chair, AFRINIC Policy Development Working Group (June 2016 - June 2019)
African Network Information Centre - *The Regional Internet Registry responsible for management of Internet numbering resources in Africa and the Indian Ocean region*

- Introduced new models of empirically documenting the direction of policy discussions and stimulating discourse
- Successfully chaired several very controversial policy discussions at public policy meetings
- Increased interaction between the African registry and the American, Latin American, European, and Asia-Pacific registries

President, Internet Society Nigeria Chapter (October 2017 - October 2020)
Country chapter of the global Internet advocacy and development organisation

- Established Working Groups to ensure inclusiveness of more stakeholders and raise the next generation of chapter leaders
- Led the Executive Council to introduce several initiatives that increased participation levels of stakeholders from multiple sectors and

communities in the national policy building processes
- Led initiative to establish community wireless networks to provide Internet access to low income rural dwellers

Head of External Relations, Nigerian Network Operators Group (ngNOG) (January 2016 - Current)
Nigerian Network Operators Group - *Technical capacity building and community-building group of Research and Education institutions, Government agencies, commercial and private network operators in Nigeria.*

- Led the self-sustainability drive of annual conference to the extent that it became able to subsidise the cost of technical training workshops to participants from research and education institutions and small companies
- Initiated and owned activities required to sustain an international technical forum that continues to open Nigeria up to Internet investments and technology acquisition

Volunteer Audio Engineer, The Redeemed Christian Church of God Central Parish, Abuja
Religious organisation with large auditorium and hybrid sound system

- Managed sound systems and handheld devices for good quality sound during regular Church services
- Assisted with the setup of active and passive audio equipment at open-air events

LANGUAGES
English (Native), Yoruba (Native), Pidgin (Native), Hausa (Beginner), French (Beginner), Python (Some)

OTHER INTERESTS
Writing, Teaching, Open Data, Open Governance, Travel, Dogs, Sound Engineering, Grilling, Culinary experiences