



Aniefiok Eyibio Essien

10 Iyameta Close, Off Kasali Street. Orisumbare Idimu. Lagos State.

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PROFESSIONAL SUMMARY

Motivated Technical Consultant in ICT operations with 6 years + of experience in Telepresence, Network communication with recognition at assessing operational needs and solutions development to save costs, improve revenues and drives customers satisfaction. While remaining resourceful and well organised with excellent team- building record / a good perspective drive in results delivery of projects. I have spent these years developing my skills towards ensuring client gets the best of their requirements also am someone that is always ready to take more challenging role once there is an opportunity.

WORK HISTORY

Cedarview Communications Limited

Technical Consultant / Voice Specialist

Mar. 2022- May 2022

- Was involved in a lot of prospected clients projects on voice bespoke solutions & design.
- Architectural interpretation including site surveys prior to implementation of Enterprise voice.
- Actively got involved in the VoIP session border control {SBC} token request.
- Supported One Data Open Capacity Internet pitch and Fibre to Home {FTTH} solution.
- Was introduced to the egress & ingress call reporting tool.
- Possess Strong technical-to-business communication skills.
- Interfaced with Clients on Technical support .

3T Solutions Consulting. Lagos

Collaboration Expert -- Freelance

Oct. 2020 –Jan 2022

- Vastly talented Pre sales Engr/Tandberg/Cisco Telepresence Collaboration, professional experience in design and implementation.
- Deploying, managing and supporting single to enterprise VoIP infrastructures.
- Tested capacity to manage all project phases from inception, bill of material, documentation, procurement, deployment, Completion & SLA's.
- Oversee the streamlined operation of the Information Technology (IT) department and ensure operations align with the business objectives of the organization.
- Ability to work as a team member or individually, Strategic and Excellent customer relationship skills.
- State of the art ability in the Preparation of technical documentation with sales/marketing Perspective responsibilities.

Technology Distribution Ltd. Gbagada, Lagos.

Pre- Sales / Technical Consultant.

Feb. 2020 – Jul.2020

- Engaged in provisioning a new line of Cisco Collaboration Solutions/ICT products /services and created new lead with sales Team to generate revenue.
- Began training of young engineers to get acquainted with the solution.
- Performed better Sales Audit and attended to request on technical matters.
- Developed technical documentation on sales with Perspective responsibilities for market & ICT Network support.
- Performed collaborative market research, employing virtual and support skill to identify company's best fit profile.
- Undertook full responsibility in addressing salient issues as reported by end-users.
- Supported various clients with less or no downtime on VoIP / Networking /CCTV related issues.

Media Global Hub & Technologies Ltd. Oregon, Lagos.

Collaboration Pre-Sales Engr

Jan.2017 – Nov.2018

- Implemented and trained clients on various OEM virtual collaboration meeting devices to reduce costs on logistics and increased profitability score.
- Restructured the marketing Team with my Technical abilities to push up leads generation, soar expected Sales and Income revenue to 75%.
- Setup a path towards resolving client's issues with new methods for remote and on-prem installations support.
- Focused technical skill with impressive track record in collaborative, cross functional teamwork within high pressure environment.
- Adept ability at project planning and managing multiple accounts at once.
- Dedicated towards improvements of company sales and meet business technical objectives.

EdgeNet Consulting. Oregon, Lagos.

ICT Network Consultant -- Freelance

Aug 2018 - Oct 2018

- Consulted, implemented and managed network cabling harness in various financial institutions with a view to promote industry standard and avoid downtime / cabling accidents.
- Installed, maintain and quickly resolve issues relating to network cabling.
- Pitched and implemented virtual ICT collaboration / Network projects with increase in net income.
- Work closely with the IT developers/ Managers in identifying, recommending, developing, implementing and supporting cost-effective technological solutions .



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Techmarket. Commercial Avenue, Lagos

Collaboration Solution Architect

Jan 2013 – Feb 2016

- Managed project planning, resource allocation, scope, schedule, status and documentation.
- Plan, coordinate, direct, and design all operational activities of the IT department, as well as provide direction and support for IT solutions.
- Guided and influenced existing partners on recommended upgrades and enhancements to integrated solutions.
- Provided support during customer's implementation and applied industry best practices to ensure success.
- Supervised deployments and provided troubleshooting and user support.

Kapstone Solutions Nigeria Ltd. Olosa, Lagos.

ICT Field Engineer

May 2007 – Nov 2012

- Formulate and deploy long-term strategic plans for acquiring and enabling efficient and cost-effective information and communication technologies
- Generated daily field service reports recording success results, assisting engineering design team in the successful development of solutions.
- Actively promoted and closed the sales of product contract and additional services, resulting in 80% revenue increase.
- Developed cognate experience on field related research issues and resolution pattern while also being focus on audio integration and integrated systems solutions.
- Perfected the act on the implementation of closed circuit monitoring solutions {CCTV}.
- Achieved 100% customer's satisfaction, performing service intervention directly to customer's sites to ensure efficient and successful problems resolution.

Transform NG Technologies, Nigeria Ltd. Lagos Island.

Team Secretary.

Nov 2004 – March 2005

- Met with incoming customers and provided friendly, knowledgeable assistance.
- Turned dictation into complete letters, memoranda and emails.
- Performed well with projects data entry reports, took minutes of meetings, reports directly to the management and prepared staff logistics and welfare related matters..
- Maintained relevant qualifications for optimised training and development.

Community High School, Idata/ilagbo. Ibeju- Lekki, Lagos.

Science Teacher (NYSC) Assignment

Sept 2003 – Sept 2004

- Maintained classroom discipline and a safe working environment, following school guidelines relating to welfare and safety of students at all times.
- Taught academic scientific concepts, clearly explaining modern uses and its implication to make curriculum relevant to a modern day life.
- Handled subjects like integrated/Basic sciences, Agricultural science, Biology, mathematics, Geography and physics for both the junior and senior classes.
- Created comprehensive engaging resources in line with programmes of study with confidence building.
- Ensures continuity and progression in science subjects, employing demonstrations and hands on skill training methods.

SKILLS

- Revenue generation
- Leadership
- Sales Expertise
- Business Development
- Outstanding Communication
- Project Management
- Team Work Ability
- Resilience and Tenacity.
- Sound Judgement,
- Cisco Collaboration
- ICT Networks
- Critical Thinking

EDUCATION

University of Uyo, Uyo.

Degree, BSc Agric | Agronomy - crop science.

Sept. 2002



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ACCOMPLISHMENT

- ✚ Success performance of Logitech Rally Camera & Rally plus Video implementation /Integration at Lagos Business School, Ajah.
- ✚ ICT server rack cable Revamp and industry standard harness at Emerson {Vertiv} V/Island implementation.
- ✚ Installed Cisco SX 80 Kit and CMS 1000 Enterprise deployment at banwo & ighadalo with Cisco Room kits. Lagos.
- ✚ Cisco SX10 kit support Implementation at INTERSWITCH Huddle rooms in Lagos Office
- ✚ Cisco MX800 kit Dual screen Wall mount support Implementation at INTERSWITCH main boardroom in Lagos Office.
- ✚ Performed bespoke Cisco SX20 kit deployment and integration in Cisco C60 DNAM Profile suite at SASOL Lagos offices
- ✚ Cisco SX20 kit implementation and Ceiling Microphone integration at Asset Management Corporation of Nigeria [AMCON] in Abuja and Lagos offices with driven success.
- ✚ Active Technical Support at WAPIC on their Cisco Collaboration devices; MX 700 dual screen, Cisco MCU 5300 series, UCS-C220 VCS and several IP phones in Ikoyi Office.
- ✚ Installation and Configuration of Cisco Business Edition Server {BE6K}, 2911 Voice gateway, DX650 Video Phones, Jabber integration 11.6x, DX 70 Kit, 8800 Video Phones, Cisco IP Phones at Technology Distribution Limited.
- ✚ Installed Cisco MX700 Dual screen floor stand at Price water corporation, {PWC} Abuja.
- ✚ Massive success at the Deployment of Cisco Expressway Core / Edge, Cisco MX 700 Dual screen floor stand with Speaker Track, MX200 GEN 2, Jabber 10.6x Mobile Remote Access {MRA} etc.. For Keystone Bank HQ, ABUJA and PORT-HARCOURT.
- ✚ Configured and deployed with success Cisco Business Edition 6000MD for Unity, Cucm, IM & P, Expressway core, Expressway edge And Jabber 10.6x etc... For united Cement Company {Lafarge Holcim}, Mfamosin. Cross River State.
- ✚ PROCTER & GAMBLE {Cisco C20 kit} successful deployment. Lagos.
- ✚ GUINNESS Nig Plc {2units of Cisco 42" profile kit at both Benin & Agidingbi} video codec's installations.
- ✚ Installed for ACTIS AFRICA {Cisco 42" profile kit & Cisco Room spark kit integration} video codec's. Lagos.
- ✚ WESTCON AFRICA {Cisco C20 kit} entry level codec's installation. Lagos.
- ✚ Installation of Cisco 65" Dual profile integrated C60 Video codec Kit at Ericsson office in Ikoyi
- ✚ Success rate achieved in Enterprise Cisco Video Conferencing deployment at ZINOX GROUP within five {5} remote locations {MX200, 65" profile dual integrated C60 Video codec & 3units of Ex60 video kits, MCU4505 12portsHD & VCS.
- ✚ Achieved success in Enterprise Phase One Cisco Video Conferencing deployment at STERLINGBANK Plc with eight {8} remote locations {65" profile dual integrated C60 video codec, 6units of C40 Codecs & Ex90 kit} communicating with HQ {MCU4501}, VCS control x7.0.1 & TMS suite along with mobile users {movi/jabber 4.6x} for use on their monthly MPR and other related trainings for their staffs.
- ✚ Spear headed and Managed 20 Field workers on fibre deployment for the University of Uyo in addition successfully implemented Cisco Video conference kits for the University Two {2} Campuses.

TRAINING

- ✚2021 Whitefield Foundation / Coca- Cola Entrepreneurship and Employability Training.
- ✚2019 Cisco Live Webinar training on Cisco webex meeting /webex Teams integration with CMS.
- ✚2018 Cisco Live Webinar training on CMS /Skype/Room Spark & SX 80 Integration
- ✚2017 Online-Training: Cisco Expressway at the Collaboration Edge Design Training
- ✚2017 CBT nugget Webinar Training Session on Cisco Collaboration.
- ✚2016 Cisco Live Online-Deploying Cisco Jabber Clients Training
- ✚2016 online-Cisco Training Session on Troubleshooting Telepresence Kit
- ✚2014 CCNA Collaboration Training on-line by CBT Nuggets.
- ✚2013 Training on ITIL (information Technology infrastructure library)
- ✚2011 Telemedicine study group
- ✚2004 Intermediate Microsoft Excel
- ✚2004 Intermediate Microsoft PowerPoint
- ✚2004 Seminar on Career Management on: Computer Literacy and Information Technology to include Data Processing and spreadsheet

CERTIFICATION

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|---|---------------|
| ✚ Telepresence Video Field Engineer for Express | Tandberg 2012 |
| ✚ Telepresence Video Sales Engineer for Express | Tandberg 2012 |
| ✚ Cisco Telepresence Sales Expert TSE | Tandberg 2011 |
| ✚ Cisco Telepresence Basic (online) | Tandberg 2011 |
| ✚ Telepresence Video Sales Specialist for Express | Tandberg 2011 |
| ✚ Tandberg Video Expert | Tandberg 2009 |
| ✚ Voice and Data Networking Management | IMT 2009 |