

PERSONAL INFORMATION

Igor Stojanovic



+974 3375 0269

Private: istojano@gmail.com Business: istojanovic@ooredoo.com

Sex Male | Date of birth 01/05/1982 | Nationality Croatian Married Yes

Job-related skills

- Dynamic Techno-Commercial leader with 11 years of international experience in Executing Strategy for results with proven expertise in Strategy development and Design/Testing/Operations of Tier 1 Fixed & Mobile Network organizations
- Strong ability to link technology to overall enterprise business strategy and company financial goals. Persistent track record of Service Delivery Excellence, helping organization achieve its short- and long-term goals.
- Energetic, enthusiastic with great social skills and understanding that respect, trust and win-win mind set brings long term success inside and outside the organizations
- Proven ability to design new processes, identify and analyse critical business requirements, pinpoint deficiencies and potential opportunities for CAPEX/OPEX optimizations and overall company vertical and horizontal strategic alignment.

WORK EXPERIENCE

April 2016 – Present

Group Director of Technology Planning and Performance

Ooredoo Group, Doha (Qatar)

- Reporting to Ooredoo Group CTO
- Develop and oversee operations of Ooredoo Group Technology divisions in North Africa (Algeria and Tunisia) and Middle East (Kuwait, Qatar, Oman)
- Lead the Technology part of the Group Planning process with OPCOs for 3YBP and AOP to ensure alignment with overall group strategies, objectives and KPIs (annual CAPEX USD 1.8 Billion and annual OPEX above USD 800 Million)
- Lead monthly Operational Review Meetings (ORM) with 4 key vendors and OPCO's to highlight and escalate vendor/strategic project related issues
- Develop CxO OG/OPCO Technology scorecards ensuring full alignment on the strategic objectives and provide recommendations for approvals: OPCO's Investments / Board / Executive Committee materials; define shareholder expectations for Technology
- Conduct business performance review cycles (Monthly and Quarterly) and assist Group CTO in day to day activities (network sharing deals review, business case verifications, M&A analysis, RfP negotiations, data profitability, enterprise risk management, value based thinking modelling)
- Make effective and persuasive presentations to boards, CxO's and senior management

May 2014 – March 2016

Senior Manager, Demand and Product Development

Ooredoo Qatar, Doha (Qatar)

- Technology division focal point for all Ooredoo Qatar operating units to receive, screen, negotiate and maintain all product / change/ service requirements from other BUs (approx. 1000 requests per year) with indirect impact on Service Revenue of \$ 1.5 Billion per year.
- Responsible for complete revamp and rollout of the New Demand Management Process (high-impact cross-functional initiative affecting daily tasks of 500+ employees across all company divisions); helped 6 direct reports to develop into new role (Demand Analyst); As a result, Product Development efficiency increased 3-fold during 2 years and helped company deliver record revenue in years 2014 and 2015 with zero escalations between CTO and CMO for more than 1 year.

May 2013 – May 2014 **Manager, SIT (System Integration Testing) Coordination**

Ooredoo Qatar, Doha (Qatar)

- Overall responsibility to establish and manage SIT Coordination department across Technology division (10 departments); direct reports 2, indirect reports 150
- Developed and managed implementation of guidelines, interfaces and processes for quality assurance in line with company Strategy of continuously improving customer experience and satisfaction levels
- Lead 4G SIT testing within 1 month (originally planned timeline was 4 months) with 52 testers and 8000+ test cases which resulted in CEO Excellence Award.

Nov 2009 – Apr 2013 **Solutions Consultant and Technical Delivery Manager**

Nokia Siemens Networks, Kuwait City (Kuwait)

- Key member of NSN Centre Of Competence (CoC) for USA, Europe and MENA region
- Delivered projects for T-Mobile (Germany, USA, Slovakia), O2 (Germany), Vodafone (Egypt), Ooredoo (Kuwait, Qatar, Oman, Algeria, Tunisia), Zain (Kuwait and Bahrain), Etisalat (Dubai), Safaricom (Kenya), Mobinil (Egypt)
- Established geographically diverse teams and provided clear direction for E2E solutions delivery
- Regular client interaction (capturing business requirements, creating end to end customer solutions, leading workshops, presenting new product features, delivering trainings 1-5 days)

Jun 2006 – Oct 2009 **System Integration and Test specialist**

Siemens, Zagreb (Croatia)

- End to End responsibility for solution integration within client existing network and fulfilment of client strategic goals across USA and Europe
- Conducting worldwide deployments, system integration, verification and Go-Live activities for NeMIP based RADIUS/DIAMETER solutions (One-AAA, One-PCRF, One-BSF) in Mobile Core (GSM, UMTS)
- Developer of mobile banking application – fully functional banking support on mobile phone for Erste & Steiermärkische Bank (first in Croatian market, second mobile banking application in Europe)

Jun 2005 – Jun 2006 **Microsoft Student Consultant**

Microsoft Croatia, Zagreb (Croatia)

- Part-time job
- Introducing new Microsoft Technologies and Software programming tools to Student population
- Organizing Microsoft Event days at University
- Prepared and held presentation of MS Visual Studio 2005 new features for large audience (120 students)

EDUCATION

2001 – 2008 **Master of Electrical Engineering**

J.J. Strossmayer University of Osijek
Kneza Trpimira 2B, HR-31000 Osijek, Croatia (www.etfos.hr)