

Jebraeel Tofighi

Chief Operations Officer

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A recognised telecom executive with 25+ years of experience leading national and cross-border mobile infrastructure programs, AI-driven network automation, and 5G transformation across Iran and the wider region. Demonstrated success in managing \$100M+ initiatives, developing intelligent RAN optimization tools, and executing multi-vendor rollouts at scale. Appointed to national telecom committees and honored by ministries, regulators, and major operators for industry-shaping leadership. Actively contributing to the advancement of 5G/6G, Open RAN, and sustainable network design. Seeking endorsement under the 'Exceptional Talent – Infrastructure & Networks' route to support the UK's digital future through high-impact innovation and strategic leadership.

RESEARCH INTEREST

- Strategic transformation of telecom operations through AI/ML and network intelligence
- Commercial leadership in 5G/6G, Open RAN, and next-gen mobile ecosystems
- Scalable models for telecom managed services, field operations, and customer experience
- GTM (Go-to-Market) innovation and enterprise sales growth for B2B and government sectors
- AI-assisted service assurance, self-healing networks, and predictive maintenance
- Sustainable network infrastructure design, including site optimization and tower integration into urban environments.
- Cross-border vendor collaboration, international program delivery, and tech partnerships

EDUCATION

Masters in Information Technology | Tarbiat Modares University | Tehran, Iran

(Jan. 2013- Feb. 2015)

***Bachelor of Science (B.Sc.) in telecommunication engineering | University of Tehran Telecommunications faculty
Tehran, Iran***

(Sep. 1994- Oct. 1998)

PROFESSIONAL EXPERIENCE

Chief Operations Officer / Chief Sales Officer (COO/CSO) | NAK | Tehran, Iran | Feb 2014 – Present

- Led the transformation of over 100,000 RAN sites/Technologies from LTE to LTE-A and 5G SA/NSA in partnership with Ericsson, Huawei, and Nokia—modernizing Iran's largest mobile network and achieving national 5G readiness.
- Directed a leadership team of 60+ senior managers and 1,350 indirect staff across network operations (NO), planning & optimization (NPO), implementations (NI), marketing, and enterprise sales—delivering full alignment with corporate strategic goals.

- Led the design and deployment of Kashef, an AI/ML-driven software for real-time RAN interference monitoring, integrated with OSS to collect frequency-layer data across live sites, detect multipath issues (reflection, diffraction, scattering), and recommend automated frequency adjustments—boosting network KPIs to 99.98% and reducing OPEX by over 47%.
- Portfolio Manager for the Centralized RAN (C-RAN) modernization project in dense metropolitan zones, starting with Tehran's 100K-capacity Azadi Stadium and expanding to 230 high-traffic sites nationwide—including Tehran's Old Bazaar—by aggregating distributed RAN (D-RAN) nodes into centralized baseband hubs across 2G–5G layers; achieved 70% reduction in power consumption, 60% site footprint savings, and 40% decrease in vandalism, within a \$5M budget.
- Oversaw integration and performance optimization of 430 national IP backbone sites using Huawei T8010, OSA 5433/5405, NE40-X16, and NE5000E platforms, managing a yearly capex budget of \$ 5M.
- Supervised Iran's first 5G Lab (Kimia Building) with a \$280K budget—managing 5G solution validation, benchmarking, and pre-deployment testing, leading directly to the country's first live 5G launch.
- Led national 5G pilot rollout across 450 locations in phase one and 3,000+ in later phases, with a \$100M+ budget—positioning MCI as the 5G technology leader in Iran and among the first in the region.
- Managed nationwide IP backhaul modernization to support TDD-LTE and 5G deployments, deploying over 600 routers and PTP clocks (Huawei, Cisco, Ericsson) in a \$5M program with full SLA compliance.
- Oversaw IBS, subway, and repeater projects across 900+ indoor sites with a \$3M portfolio—ensuring optimized KPIs, seamless mobility, and SLA-aligned performance monitoring.
- Delivered Phase 7 of MCI's network expansion, integrating 2,000+ new RAN sites (2G/3G/4G) with a \$65M budget—boosting national capacity by 380% and meeting all delivery KPIs.
- Designed and managed phases 7+, 8, and 9 for new site rollout, modernization, and transmission expansion across 50K+ locations with a \$290M budget—resulting in 600% increase in capacity and 100% client satisfaction.
- Led launch of Wi-Fi offload network with 152+ sites in a \$700K project—completed ahead of schedule and fully approved by the customer with highest satisfaction rating.
- Directed the design of technical-commercial proposals for mobile operators, government, and NGOs—leveraging SAP, Salesforce, ROI/TCO models to secure multi-million-dollar contracts.
- Managed national telecom compliance with ITU-T, ETSI, and CRA regulations—achieving 100% audit clearances and ensuring fast-tracked approvals across all strategic programs.
- Drove the GTM strategy for network services (2G–5G, IP/MPLS, data center) in 100+ sites, increasing market share and enterprise revenue in a competitive B2B environment.
- Launched VIP B2B/B2C service tiers with 99.95% SLA, improving retention across high-value segments including government, military, and financial clients.
- Led Cloud RAN, private 5G, and edge computing pilots as part of NAK/MCI's innovation roadmap, creating a future-ready network architecture with reduced latency and improved scalability.
- Collaborated with C-level leaders from MCI, Irancell, TCI, Etisalat, CRA, and global vendors (Ericsson, Huawei, Nokia), as well as government ministers and national board members—shaping Iran's ICT transformation agenda.
- Trained and mentored 300+ junior project leads and team leaders across MCI, NAK, universities, and vendors—sharing leadership best practices, vision-setting methods, and executive mindset frameworks.
- Led the design and deployment of Kashef, an AI/ML-driven software for real-time RAN interference monitoring, integrated with OSS to collect frequency-layer data across live sites, detect multipath issues (reflection, diffraction, scattering), and recommend automated frequency adjustments—boosting network KPIs to 99.98% and reducing OPEX by over 47%.

- Directed national strategy for mobile infrastructure expansion, approving 3,800+ new tower sites in major cities to boost RAN sharing, optimize operator coverage, and increase network capacity by 15%.
- Oversaw the design and nationwide rollout of diverse tower types—including greenfield, monopole, tripole, rooftop, and roof-garden—ensuring compliance with urban planning and city beautification policies.
- Championed 150+ culturally inspired tower aesthetics, integrating Iranian historical and architectural motifs to improve public perception, secure regulatory approvals, and promote infrastructure harmony with local environments.
- Established and governed multi-tenant tower sharing frameworks, reducing OPEX by 20%, lowering power consumption, and delivering a 32% increase in revenue over four years through site consolidation and optimized leasing.
- Led strategic expansion into underserved urban zones, driving 20% company revenue growth and aligning infrastructure investments with national digital inclusion goals.
- Co-founded and scaled a visionary telecom tower model blending functional excellence with visual integration, setting new national standards for infrastructure innovation.
- Directed company-wide vendor management and cost governance, streamlining delivery timelines, improving contractor performance, and reducing deployment costs.
- Oversaw tower operations, inter-operator leasing strategy, and infrastructure partnerships, ensuring alignment with national telecom policy and preparing for next-gen (5G) network demands.

Program & Key Account Manager | NAK (*Network Architecture Knowledge*) | Tehran, Iran | Sep 2012 – Feb 2014

- Led the end-to-end delivery of telecom services across 2,500+ sites in Tehran, covering Network Optimization (NO), Planning (NPO), and Implementation (NI), achieving 99.998% network availability and maintaining 100% customer satisfaction over two consecutive years.
- Managed strategic key accounts, aligning complex service delivery with evolving client roadmaps while ensuring SLA adherence and consistently hitting growth and retention targets.
- Developed and executed account plans and sales strategies, directly contributing to commercial success and the long-term retention of high-value clients.
- Directed and motivated cross-functional teams of 135+ staff across engineering, delivery, and commercial units, driving delivery excellence, KPI performance, and full compliance with technical and operational standards.
- Oversaw vendor strategy and performance, optimizing supplier engagement, reducing delivery friction, and improving project execution efficiency across multiple streams.
- Spearheaded commercial negotiations, proposal development, and competitive bidding, securing multi-million-dollar telecom contracts in a dynamic and price-sensitive market.
- Drafted and managed Service Level Agreements (SLAs), continuously monitored performance metrics, and ensured complete documentation and on-time delivery tracking across all engagements..

Head of Network Operations | MCI (*Mobile Communication of Iran*) | Tehran, Iran | Jun 2001 – Sep 2012

- Oversaw the end-to-end operations of 2,000+ mobile network sites across Tehran and regional hubs, with full accountability for scope, budgeting, and timeline adherence on infrastructure and service delivery projects.
- Led and developed a multi-tiered team of 50+ technical staff and 5 subcontractor companies, conducting performance reviews, aligning teams to strategic KPIs, and driving operational excellence across all functions.
- Managed contract and SLA governance for over 1,500 sites, ensuring seamless service continuity, incident response, and regular reporting aligned with regulatory and organizational standards.
- Spearheaded technical contract negotiations and vendor engagements, driving operational improvements through technology evaluations, upgrades, and cost-performance optimization.
- Defined and enforced performance KPIs for RAN and Core Networks across 1,000+ site operations, setting benchmarks that improved uptime, quality, and network reliability.

- Played a key role in cross-departmental strategy alignment, renegotiation of service agreements, and continuous optimization of the network operations structure.
- Provided strategic leadership in long-term planning, team restructuring, and professional development, ensuring a scalable and future-ready operations workforce.

Field Operations Specialist | MCI | Tehran, Iran | Apr 1999 – Jun 2001

- Performed preventive and corrective maintenance on 250+ sites.
- Handled site readiness, materials logistics, site acceptance, and civil work inspections.
- Monitored compliance with technical and safety standards on-site.

INTERNATIONAL COLLABORATION

1. **Fiber optic Development** – Philippines | Role: Program Manager | Fund: \$5,714,282 | Duration: 2016-2020 | Status: Closed

RESEARCH PUBLICATION

Translation: “An Introduction to LTE: LTE, LTE-Advanced, SAE, VoLTE and 4G Mobile Communications” Author: Christopher Cox, translation: Ali Nikfal, Jebraeel Tofighi, Publication: Naghoos, ISBN: **9789643779504, 2016**

Link: <https://lib1.kashanu.ac.ir//dL/search/default.aspx?Term=28764&Field=0&DTC=4>

INDUSTRIAL/ACADEMIC PROJECTS

2. **5G Indoor Wireless Deployment** | Role: Program Manager | Fund: \$13,052,153 | Duration: 2024–2025 | Status: Ongoing – extended annually
3. **TD-LTE Development** | Role: Portfolio Manager | Fund: \$8,950,920 | Duration: 2024–2025 | Status: Ongoing – extended annually
4. **Iranian Towers Sharing & Beautification** | Role: Portfolio Manager | Fund: \$4,500,000 | Duration: 2023–2025 | Status: Closed
5. **Data Center Development | Role: Portfolio Manager** | Fund: \$45,534,954 | Duration: 2023–2025 | Status: Closed
6. **IP Backbone (IPBB) Integration and Rollout** | Role: Portfolio Manager | Fund: \$8,500,000 | Duration: 2023–2024 | Status: Closed
7. **Nationwide 5G Integration – Second Stage** | Role: Portfolio Manager | Fund: \$170,750,000 | Duration: 2022–2025 | Status: Ongoing
8. **PH9 – New Site-part-two** | Role: Portfolio Manager | Fund: \$45,343,446 | Duration: 2022–2025 | Status: Ongoing – extended annually
9. **IP Backhaul (IPBH) Operation** | Role: Portfolio Manager | Fund: \$7,365,000 | Duration: 2022–2025 | Status: Ongoing – extended annually
10. **Repair and Return Center** | Role: Portfolio Manager | Fund: \$7,568,316 | Duration: 2021–2025 | Status: Ongoing – extended annually
11. **Data Center Monitoring** | Role: Portfolio Manager | Fund: \$1,461,906 | Duration: 2021–2025 | Status: Ongoing – extended annually
12. **USO (Universal Service Obligation) – New Site** | Role: Portfolio Manager | Fund: \$63,862,947 | Duration: 2021–2024 | Status: Closed
13. **Tower Change** | Role: Portfolio Manager | Fund: \$37,274,865 | Duration: 2021–2024 | Status: Closed
14. **Wi-Fi Deployment** | Role: Portfolio Manager | Fund: \$312,172 | Duration: 2021–2022 | Status: Closed
15. **IBS, Subway, Repeater** | Role: Portfolio Manager | Fund: \$3,268,856 | Duration: 2020–2025 | Status: Running
16. **Fiber Implementation** | Role: Portfolio Manager | Fund: \$167,666,667 | Duration: 2019–2024 | Status: Closed
17. **PH8 – New Site-part one** | Role: Portfolio Manager | Fund: \$53,797,634 | Duration: 2019–2022 | Status: Closed
18. **Country RAN Network Operations** | Role: Portfolio Manager | Fund: \$16,362,454 | Duration: 2019–2025 | Status: Ongoing – extended annually
19. **PS Core Optimization** | Role: Portfolio Manager | Fund: \$1,552,419 | Duration: 2019–2025 | Status: Ongoing

20. **Intelligent Transportation System (ITS)** | Role: Program Manager | Fund: \$879,250 | Duration: 2019–2021 | Status: Closed
21. **Nationwide Network Optimization** | Role: Program Manager | Fund: \$56,750,000 | Duration: 2018–2025 | Status: Ongoing – extended annually
22. **CS Core Optimization** | Role: Portfolio Manager | Fund: \$2,009,423 | Duration: 2017–2025 | Status: Ongoing – extended annually
23. **PH7 – Nationwide Network Development** | Role: Project Manager | Fund: \$68,800,000 | Duration: 2016–2017 | Status: Closed
24. **Fiber optic Development** – Philippines | Role: Program Manager | Fund: \$5,714,282 | Duration: 2016–2020 | Status: Closed
25. **RAN Network Field Service Operations** | Role: Portfolio Manager | Fund: \$16,340,551 | Duration: 2012–2025 | Status: Ongoing – extended annually.

HONORS AND RECONGNITIONS

- **National Award – Top Executive of the Year in Telecom (Second Award)**
2022 – Repeated national recognition for impactful leadership and project excellence in telecom modernization.
- **National Award – Top Executive of the Year in Telecom (First Award)**
2021 – Selected as one of Iran’s top national telecom leaders for exceptional performance and innovation in mobile infrastructure delivery.
- **Letter of Appreciation – Communication Regulatory Authority of Iran (CRA)**
March 2023 – Recognised for executive leadership and significant contributions to improving telecom service quality and supporting national regulatory collaboration efforts.
- **Letter of Appreciation – Telecommunication Company of Iran (TCI), Hormozgan Province**
March 2023 – Acknowledged for successful strategic support and technical cooperation in provincial infrastructure development.
- **Recognition Letter – Mobile Telecommunication Company of Iran (MCI), Zanjan Region**
2022 – Praised for high-impact contributions to regional network quality and outstanding technical leadership.
- **Recognition Certificate – TCI, Tehran**
2014 – Commended for operational leadership, project coordination, and improving service performance across Tehran’s telecom operations.
- **Excellence Award – NAK (Network Architecture Knowledge)**
Year Unknown – Honoured for delivering exceptional results as Technical Vice President and leading complex national telecom projects.
- **Certificate of Appreciation – CRA (Communications Regulatory Authority of Iran)**
2015 – Recognised for contributions to mobile network optimisation, performance improvement, and collaboration with national regulators.
- **Appreciation Letter – Ministry of ICT, USO Department**
2023 – Recognised for national-level contributions to universal telecom service deployment in rural and underserved regions of Iran.
- **Appreciation Letter – Ministry of ICT, Lorestan Province**
2023 – Commended for technical excellence and operational leadership in executing provincial telecom expansion projects.
- **Recognition Certificate – Mobile Telecommunication Company of Iran (MCI), Fars Region**
2022 – Acknowledged for outstanding efforts in regional telecom network management and service quality delivery.
- **Appreciation Letter – Election ICT Committee, Tehran Province**
2022 – Honoured for leading the technical operation of the secure ICT infrastructure for Tehran’s 2022 elections.

- **Letter of Appreciation – Ministry of ICT, USO Department**
2022 – Recognised for successful execution of rural network service rollout as part of the USO national development strategy.
- **Recognition Letter – CRA (Communication Regulatory Authority)**
2022 – Acknowledged for enhancing mobile network quality and driving strategic telecom initiatives nationwide.
- **Appreciation Letter – Governorate of Tehran Province**
2023 – Honoured for leadership in mobilising telecom services and technical coordination during government-led public service programs.
- **Recognition Letter – Ministry of ICT, USO Program**
2023 – Commended for leading the deployment of rural connectivity projects under the Universal Service Obligation (USO) framework.
- **Appreciation Letter – CRA (Communication Regulatory Authority), Planning Unit**
2023 – Recognised for outstanding collaboration and leadership in strategic planning, regulatory alignment, and national telecom development.
- **Letter of Appreciation – CRA (Iran), National Network Operations**
2023 – Awarded for effective oversight of mobile infrastructure modernization and regulatory coordination across provinces.
- **Certificate of Honour – CRA Iran**
2022 – Acknowledged for excellence in executive telecom planning and for delivering critical mobile access solutions in under-served areas.
- **Appreciation Letter – Ministry of ICT, Tehran Province**
2023 – Recognised for contributions to ICT service coordination and provincial telecom projects with high public impact.
- **Commendation – Ministry of ICT, Hormozgan Province**
2023 – Honoured for strong leadership in deploying provincial telecom systems, especially in challenging geographical areas.
- **Appreciation Letter – Ministry of ICT, Lorestan Province**
2023 – Acknowledged for efficient management and delivery of mobile infrastructure programs as part of regional digital development.
- **Appointment Certificate – Hamrah Aval (MCI)**
2023 – Appointed as a permanent technical committee member for strategic initiatives and executive oversight of national telecom development plans.
- **Project Recognition – Hamrah Aval (MCI)**
2023 – Appointed as the 5G Project Technical Leader for nationwide rollout coordination and operational excellence.
- **Project Appointment – NAK (Network Architecture Knowledge)**
2023 – Appointed as Project Director for Phase 7 complementary Faraz Project, overseeing mobile network expansion and modernization.
- **Award of Appreciation – National Health Industry Summit (Iran)**
2018 – Honoured for contributions to innovation and smart technology in healthcare communication infrastructure.

PROFESSIONAL MEMBERSHIPS

- Trading Commission Committee of MCI membership
- Electronic Election Technical Committee of Iran membership
- Evaluation of Specific Legal Cases Committee membership
- 5G steering Committee of MCI membership
- Technical and Commercial committee of MCI membership

REFERENCES

1. Mr. MhammadMahdi Abbaskhani

Position: Executive Chairman @ Digikala E-Commerce Group | **MBA**, Iran

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2. Mr. Hosein Hojatizadeh

Position: Chief B2B Officer(CBO) of MCI

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3. Mr. Pawel Janik

Position: Operational Excellence manager at Vodafone, England, UK

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