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# PAOLO FAVARO

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Telecommunications industry executive with almost 20 years of international experience across a broad range of business and technology roles at both suppliers and service providers. Skilled in local and international management, focussed on driving results and business growth through the development of successful teams and strong personal leadership. Ability to combine solid engineering background, strategic thinking and business experience to drive sleek execution and value creation.

Areas of expertise include:

- Business Management & Development
- P&L Management
- Business Strategy & Strategic partnerships
- Change management and business transformation delivery
- TowerCo infrastructure business
- Negotiation and contract management
- People management
- Operational delivery
- Technology scouting, tender process, supplier selection and delivery
- Technology CAPEX / OPEX planning and business modelling
- Business case creation and evaluation for new technology, M&A, etc.

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## EDUCATION

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- **Master in Business Administration (MBA), Warwick Business School, UK (2017)**
  - Final Marks: Awarded with distinction, class of honour (90<sup>th</sup> percentile of graduating cohort)
- **Master of Science in Telecommunications Engineering, Politecnico di Torino, Italy (2006)**
  - Final Marks: 110/110

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## WORK EXPERIENCE AND ACHIEVEMENTS

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**Vantage Towers, Lisbon, Portugal**

**July 2020 – To date**

***Managing Director and Board Member***

Vantage Towers AG SLT member and acting as local operations Managing Director and Board Member.

- Full responsibility of local P&L and business portfolio
- Led the setup of local operations and the implementation of Vantage Towers operating model from business incorporation onwards
- Led local organisation preparation for the IPO (March 2021) and subsequent transition to Private Equity
- Established Vantage Towers Portugal as an independent TowerCo by defining and entering direct commercial contractual relationships with every MNO present in the Portuguese market
- Regularly engaging with institutional stakeholders, e.g. Portuguese Government, National Regulatory Authority (NRA), Associação Portuguesa pelo Desenvolvimento das Comunicações (APDC, BoD)

**Vodafone Group Services Ltd., London, United Kingdom**

**July 2018 – July 2020**

***Vodafone TowerCo Business Support and Operating Model Lead – Skylon Programme Team***

Definition, setup, execution and delivery of the cross-functional programme leading to the creation of Vodafone own Tower Company (TowerCo) as per ExCo mandate. Accountability for implementation related activities involving TowerCo operating model definition, operational and non-operational processes blueprint design, Transitional and Long-Term Service Agreements (TSAs and LTAs) definition and business transformation.

**Vodafone Group Services Ltd., Newbury, United Kingdom**

**Oct. 2016 – July 2018**

***Senior Manager Strategy and Execution – Africa, Middle East and Asia Pacific (AMAP) Region***

Define AMAP technology strategy for Vodafone Group key initiatives and engage at C-level to obtain buy-in for execution across relevant markets in scope. Shape NW and IT technology investment plans to deliver business strategy whilst meeting financial targets and retaining market performance leadership.

**Vodafone Group Services Ltd., Newbury, United Kingdom**

**Apr. 2014 – Oct. 2016**

***Strategy and Performance Manager – Africa, Middle East and Asia Pacific (AMAP) Region***

Reporting to AMAP CTO, drive technology strategy planning in selected AMAP markets including Vodacom South Africa & Vodacom Internationals, Turkey and Ghana to achieve market leadership, deliver performance improvement and operational efficiencies.

**Vodacom, Johannesburg, South Africa**

**Nov. 2015 – Jan. 2016**

***International Assignment - Vodacom International Legal & Regulatory***

Development of the National Broadband Plan (NBP) strategy for Vodacom International markets (Tanzania, Mozambique, Democratic Republic of Congo and Lesotho).

**Vodafone Group, Ivrea, Italy**

**Mar. 2012 – Apr. 2014**

***Core Networks Strategy and Planning Manager - Vodafone Technology Networks Core (VTN-C)***

Lead a virtual team of planners and subject matter experts (20+) in the assessment of Vodafone Local Markets CAPEX in core, transport and services areas to deliver investments recommendations for the deployment of voice, data and fixed-mobile convergence (FMC) services.

**Vodafone Group, Ivrea, Italy**

**Jul. 2008 – Mar. 2012**

**Core Networks Technical System Delivery Manager** - *Vodafone Technology Networks Core (VTN-C)*

Technical lead and delivery support to both Vodafone Local Markets and Partners for the implementation of Core Networks products.

**NEC Europe Ltd. Networks Laboratories, Heidelberg, Germany**

**Jan. 2007 – Jun. 2008**

**Research Associate** - *3G Technologies Traffic Engineering*

Research activity focussed on the study, software development and implementation of algorithms for Quality of Service (QoS) optimization in WiFi/WiMAX systems.

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## OTHER SKILLS

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- **Languages**

- Italian: Mother tongue
- English: Fluent
- Portuguese: Fluent
- German: Limited working proficiency