

ROLE PROFILE

Position Title: Analyst DAS, IBS & Passive	Reporting to: Specialist DAS, IBS & Passive
Business Unit: Business	
Division: Business Solutions	Department: Professional Services

A. ROLE AND CONTEXT

<p>Purpose: This role is responsible for supporting the design, implementation, and management of Distributed Antenna Systems (DAS), In-Building Solutions (IBS), and passive infrastructure for Ooredoo's enterprise customers. The role focuses on ensuring optimal coverage, capacity, and performance for wireless communications in large and complex indoor environments such as shopping malls, airports, stadiums, and high-rise buildings. This role involves working closely with the Professional Services team, vendors, and technology teams to provide tailored solutions that improve network performance, optimize signal strength, and enhance customer satisfaction. The role holder plays a key role in planning and executing projects, ensuring seamless coordination between all stakeholders and delivering high-quality network solutions.</p>	<p>Functional Context: Ooredoo's Business BU is a critical part of the company's first line customer facing activities for all Business Accounts and has a significant role to play in long term business value creation through product design, achievement of sales revenue, profit and customer satisfaction, as defined in the annual business plans. The Professional Services department is central to the newly established Business Solutions division, leading customer engagement throughout the entire lifecycle—from initial opportunities through delivery and beyond. With deep technical and consultative expertise, the team excels in designing optimal solutions that leverage OQ's offerings alongside those of partner providers. The primary objective is to enhance OQ's engagement with its large enterprise customer base, positioning the company as a trusted partner in driving digital transformation initiatives. The team integrates secure connectivity, network and cloud services, managed services, and IT solutions to enhance OQ's share of wallet and visibility in larger market deals. By moving beyond standard offerings into customized services, the Professional Services team supports Business Accounts, enhancing their technical expertise and capability to manage complex acquisitions and deliveries. This ensures clients' needs are met and remain the primary focus of the sales team.</p>
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B. ROLE ACCOUNTABILITIES

<ul style="list-style-type: none"> • Support the design and implementation of Distributed Antenna Systems (DAS) and In-Building Solutions (IBS) to enhance wireless coverage and signal quality in large and complex indoor environments. • Conduct site surveys and RF analysis to assess coverage requirements, signal interference, and capacity needs for various locations such as office buildings, malls, airports, and stadiums. • Collaborate closely with the Professional Services team, technology and external vendors to ensure the successful design, implementation, and management of DAS and IBS solutions for Ooredoo's enterprise clients, providing technical expertise throughout the project lifecycle. • Oversee the installation of DAS and IBS infrastructure, including antennas, splitters, repeaters, and RF amplifiers, ensuring that systems are properly configured and integrated with the wider network. • Provide post-installation support, ensuring the deployed DAS and IBS solutions are operating effectively and addressing any issues through optimization, upgrades, or maintenance. • Ensure proper management of cable routing, ducting, and structural integrity of passive components, working closely with vendors and contractors to implement best practices. • Conduct regular audits and inspections of passive infrastructure to ensure it remains fully functional and recommend upgrades or replacements as needed to maintain network performance and compliance. • Partner with the Business Accounts team to provide expert technical knowledge on DAS, IBS, and passive infrastructure technologies to customers and prospects, ensuring solutions align with client-specific coverage and capacity requirements. • Conduct technical workshops and site surveys to evaluate the customer's infrastructure, and propose solutions that improve coverage, signal quality, and network performance, particularly in complex indoor environments.
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<ul style="list-style-type: none"> Ensure that all DAS, IBS, and passive infrastructure installations comply with industry standards, such as ITU, 3GPP, TR 36.814, and local regulatory requirements. Keep up-to-date with regulatory changes and emerging industry standards related to wireless communications and passive infrastructure, ensuring that Ooredoo's systems remain compliant and efficient. Prepare and maintain documentation on as-built designs, RF coverage maps, test results, and compliance reports for internal audits and external regulatory purposes. Coordinate with vendors, contractors, and third-party suppliers to ensure timely delivery and installation of DAS, IBS, and passive components. Work closely with procurement teams to select and manage relationships with equipment suppliers and contractors, ensuring that all systems and materials meet quality standards and project timelines. Act as a point of contact between Ooredoo's Professional Services team and external vendors, ensuring clear communication and alignment on project goals and deliverables. Collaborate with cross-functional teams, including network engineers, RF engineers, and field teams, to ensure project timelines, budgets, and quality standards are met. Track and monitor project progress, identifying and mitigating risks to ensure that project deliverables are completed on time and within budget. Conduct RF testing and optimization of DAS and IBS systems, ensuring that signal strength, capacity, and coverage meet the required performance benchmarks. Perform post-installation testing to validate system performance, identifying any areas for improvement and optimizing signal strength and network quality. Utilize tools such as spectrum analyzers, network analyzers, and signal strength meters to monitor system performance and diagnose issues.
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C. SCOPE AND INTERACTIONS

Direct Revenue Responsibility: Yes Direct Budget Responsibility: No Direct People Management Responsibility: Yes	Primary Interactions (Internal/External)	
	Internal Relationships: Cross Functional	External Relationships: Customers Business Partners Vendors

D. KEY PERFORMANCE INDICATORS (KPI)

<ul style="list-style-type: none"> Solution Accuracy: Percentage of collaboration solutions that meet or exceed customer expectations. Business Case Profitability Enhancement Rate: Percentage of business cases that result in improved profitability and cost savings for Ooredoo by demonstrating effective use of resources, cost-efficient solutions, and enhanced revenue generation opportunities. Revenue Growth: Revenue generated from Ooredoo's Hosted Unified Collaboration Platform and other collaboration services. Customer Satisfaction (CSAT): Average customer satisfaction score for collaboration solutions. Proposal Conversion Rate: Percentage of collaboration proposals converted into signed contracts.

E. EXPERIENCE, QUALIFICATIONS AND SKILLS

Minimum Experience, Essential Knowledge & Skills 5 years' experience in a similar role. Experience in DAS, IBS, and passive infrastructure, with proven experience in the design, implementation, and management of large-scale projects. Expertise in RF engineering, signal propagation, coverage planning, and DAS/IBS architecture. Strong knowledge of passive infrastructure systems, including cabling, connectors, antennas, and	Minimum Entry Qualifications Bachelor's Degree in Telecom or Electrical & Electronics Engineering or Similar Preferred Certifications / Other Qualifications Certifications in RF Engineering, DAS/IBS technologies, or Telecommunications standards are highly desirable.
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<p>amplifiers, and experience with tools for RF testing and optimization. Familiarity with wireless technologies (e.g., 3G, 4G, LTE, 5G) and relevant regulatory standards. Ability to manage vendors, contractors, and cross-functional teams, ensuring alignment on project goals and timelines.</p>	
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<u>Technical Competencies</u>	<u>Required Level</u>	<u>Behavioural Competencies</u>	<u>Required Level</u>
ISP INSTALLATION & MAINTENANCE	Expert	Customer Focus	Intermediate
PASSIVE DESIGN & OPTIMISATION	Advanced	Creative Thinking	Intermediate
PROJECT MANAGEMENT	Advanced	Quality and Continuous Improvement	Intermediate
		Promoting Teamwork	Intermediate

Competency Level (Reference Range)	Basic	Intermediate	Advanced	Expert
	Low	>----->	>----->	>High