



# Ivo Coutinho

Technology Leader

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## Professional Summary

Senior Technology Leader with 17+ years driving large-scale network, infrastructure and software programs. Currently leading Operations and **Network Automation services** for **50,000+ network devices** at AWS Datacenters. I've delivered 2,000+ network devices, enabled services for 3M+ premises and realised A\$20M+ in savings through strategic vendor management, automation and streamlined design. I'm passionate about every aspect of the network, from physical infrastructure to the software that runs it.

## Key Statistics

📁 Domains	🚀 Delivery	👥 People	💰 Revenue
<b>Networks</b> Cisco, Nokia, Juniper	<b>50k+</b> devices under ops	<b>4</b> managed teams	<b>A\$1.5B+</b> revenue generated
<b>Cloud</b> AWS SAA, DVA, CCP	<b>2000+</b> devices deployed	<b>60+</b> team members	<b>A\$100M+</b> additional contracts
<b>Project</b> Scrum PSM, PSPO	<b>3M+</b> premises passed	<b>90%</b> team engagement	<b>A\$20M</b> budget savings
	<b>10+</b> large programs delivered	<b>17+</b> yrs of leadership	<b>30%</b> avg cost reduction

## Leadership & Program Delivery

### Network Development Manager | AWS — Datacenter Edge Engineering | Melbourne, VIC Sep 2025 – Present

- Own end-to-end **Operations processes for the DC-Edge fleet**, governing **50,000+ network devices** across the global AWS Datacenter Edge footprint, covering monitoring, change, automation, efficiency and software.
- Lead **AI strategy, adoption and implementation** for the DC-Edge organisation, embedding GenAI into engineering and operational workflows to accelerate diagnosis, change safety and on-call support.
- Established and grew a new **in-org software development team** to build network services that anchor the transition from manual operations to **software-defined network (SDN) controllers**, defining the engineering charter, hiring plan and service roadmap.
- Leading the build of the first two services on the SDN platform: **Capacity Restoration Service** (automated fleet-wide recovery and rebalancing) and a **Safety Configuration Service** (policy-driven validation and gating of all production network changes).
- Own **security compliance and patching** across the DC-Edge fleet, keeping devices aligned with AWS security baselines, vulnerability SLAs and audit requirements.

#### Key Achievements:

- Stood up the DC-Edge software function from scratch and put the first two production SDN services into active delivery within the first program cycle.
- Defined the DC-Edge AI strategy and operating model, prioritising the highest-leverage GenAI use cases for a 50k-device fleet.

#### Core Skills:

SDN & Controllers

AI / GenAI Strategy

Software Eng. Leadership

Security & Compliance

### Head of Fibre Operations | Swoop Telecom | Melbourne, VIC

Aug 2024 – Sep 2025

- Stood up an **A\$50M+ metro-fibre infrastructure program** (300 km of civil works and 1,200 km of pit-and-pipe), delivered on schedule through full project lifecycle management, including strategic planning, design oversight and financial forecasting.
- Achieved a **30% reduction in program costs** via streamlined delivery methodologies, strategic vendor partnerships and robust cost-control mechanisms.
- Increased additional revenue streams by **20%** by standardising network architecture to enable sale of additional conduits and fibre for rapid DC-to-DC hyperscale deployments.
- Recruited, mentored and grew the FTTP Fibre Operations team from **0 to 4 in 6 months**; created fibre delivery standards, network architecture documents and supported the build of an in-house GIS tool.

#### Key Achievements:

- Delivered a 300 km fibre network under a **\$50M contract with a Nasdaq-listed customer**, expanding Melbourne's greater suburb coverage.

#### Core Skills:

Program & Project Delivery

Budget & Cost Optimisation

Stakeholder & Governance

Fibre Networks

## Solutions Engineering Manager | Uniti (Opticomm) | Melbourne, VIC

Jul 2021 – Aug 2024

- Mentored 16 engineers/architects and established structured career pathways, lifting team satisfaction and engagement by **50%** (employee survey).
- Raised design-office productivity by **50%** and a **98% on-time delivery rate** by embedding Agile and clear project governance.
- Drove deployment standardisation up by **90%** through scalable architecture templates, engineering frameworks and Python/API automation; delivered a critical network upgrade **25% under budget**.

### Key Achievements:

- **Telstra Velocity Asset Sale & Upgrade:** led technical due diligence and a smooth network asset transition, securing service continuity.
- **Regional FTTP (QLD, VIC, NSW):** designed scalable end-to-end FTTP architectures, accelerating regional rollout timelines by 30%.
- **Remote MAC-PHY & XGS-PON:** delivered Australia's first Remote MAC-PHY and first XGS-PON proof-of-concept trials.

**Core Skills:** Team Leadership Agile & Process ITIL Fibre / Networks Python

## Solutions Engineering Manager | Telstra | Melbourne, VIC

Jun 2015 – Jun 2021

- Delivered **500+ racks and 3,000+ network nodes** ahead of schedule through scalable solution design and successful proof-of-concept initiatives.
- Generated **A\$120M+ in new business revenue** by designing network architectures aligned to high-priority customer requirements; accelerated delivery timelines by 50% during COVID-19.
- Key projects: **nbn Upstream HFC Build (HDA)** delivered 15% under budget and 2 months early; **HFC Node Split** migration of 500+ optical nodes with zero customer impact.

**Core Skills:** Project Leadership Team Management Stakeholder Engagement Contract & Pricing

## International Network Engineering | Portugal

2008 – 2015

Vodafone (2014-2015) ZTE (2013-2014) ZON (2008-2012)

- Accelerated national **IPv6 deployment** 6 months ahead of schedule at Vodafone PT; delivered **first GPON interoperability** between Ericsson and Huawei (2M+ homes).
- Built **~9,000 km** of broadband infrastructure with DST/ZTE across Northern Portugal, Alentejo and Algarve; deployed Portugal's first FTTH service at ZON.

**Core Skills:** IPv6 Multi-vendor Integration ITIL / NOC DWDM Cisco / Juniper

## Personal Projects (img geeky.dev)

- **FastyBooky (iOS):** SwiftUI/SwiftData reading tracker with CloudKit sync and AVFoundation voice notes, shipped to the App Store.
- **SmartyBee (AI Assistant):** SvelteKit + TypeScript app integrating OpenAI GPT-4o, hosted on AWS EC2 behind CloudFront.
- **FastyBook API (Serverless):** Node.js/TypeScript API on AWS Lambda, API Gateway, DynamoDB and SQS via the Serverless Framework.
- **WordyFun (Web Game):** Next.js word-chain game on AWS Amplify + DynamoDB with CI/CD automation and monitoring.

**Stack:** AWS Lambda / EC2 CloudFront / Amplify Terraform / IaC Docker / Kubernetes GitHub Actions CI/CD Serverless

## Education & Certifications

AWS SAA – Solutions Architect Associate AWS DVA – Developer Associate AWS CCP – Cloud Practitioner PSPO I PSM I RMIT Micro Credential – SDN

- **Master's in AI** – Udacity (currently in progress)
- **AQF Lvl 8** – Graduate Certificate in Technology and Strategic Management
- **Bachelor's degree** – Telecommunications Networks Engineering (advanced studies; transitioned to industry prior to completion)
- **Computer Science Certificate IV**