Constantin Radulescu Lead Post-Sales Engineer

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PROFILE SUMMARY

- **Lead Post-Sales Engineer** with **14 years** in **telecom OSS and BSS software**, leading a team of **7 post-sales engineers** on Comarch billing and service assurance projects for **mobile and fixed-line operators**.
- Designs integrations over **REST** and **SOAP** APIs and **Apache Kafka**, migrates data from **Oracle Database** with **Talend** and **SQL**, and deploys on **Kubernetes** in operator data centres and **Azure**.
- Specialises in **billing migrations**, **parallel-run testing** and **delivery scoping for multi-year programs**, using a **gated handoff from presales** and **reconciled parallel runs** before every cutover.
- Works with **presales architects**, **account directors**, **product R&D** and **operator IT teams**, and sits on the delivery board for every program over 12 months.
- Hired and ramped **4 engineers** since 2023, runs the monthly **delivery lessons review**, and owns Comarch Telecom's **post-sales delivery playbook**.

TECHNICAL SKILLS

APIs & Integration Platforms:	REST APIs, SOAP, Apache Kafka, Postman, SFTP
Scripting & Query Languages:	SQL, PL/SQL, Python, Bash, XML
Databases & Migration Tools:	Oracle Database, PostgreSQL, Talend, Excel
Cloud & Deployment:	Kubernetes, Microsoft Azure, Docker, Linux, Terraform
Identity & Security:	OAuth 2.0, OpenID Connect, TLS certificates
Monitoring & Troubleshooting Tools:	Grafana, Splunk, Wireshark
Delivery & Ticketing Tools:	Jira, Confluence, Salesforce, ServiceNow

EDUCATION

University Politehnica of Bucharest — **M.Sc. in Telecommunications Engineering** — Bucharest, Romania · Oct 2010 to Jul 2012

WORK EXPERIENCE

Comarch — **Lead Post-Sales Engineer, Telecommunications** — Kraków, Poland · Mar 2019 to Present

- Lead a team of **7** post-sales engineers delivering billing and service assurance programs for **5** operators in Europe and Asia, and brought the average go-live slip down from 9 weeks to **2**.
- Set up a gated handoff from presales with a technical review of every SOW, which cut change requests raised in the first 3 months of a project by **45%**.
- Ran the technical program for a **4.2M**-subscriber billing migration off a legacy Oracle stack, with **Talend** loads and 3 reconciled parallel bill runs before the final cutover.
- Took over the hardest P1 escalations across the portfolio and set up a weekly defect review with R&D, closing **31** long-open defects in the first 6 months.
- Scoped and estimated **8** expansion phases for existing operators, including 5G charging and new **Kafka** event feeds, which supported **€14M** in follow-on contracts.

Ericsson Romania — **Integration Engineer, then Senior Solution Integrator** — Bucharest, Romania · Aug 2012 to Feb 2019

- Integrated mediation and charging systems with operator CRM and network elements over **SOAP** and file interfaces for **6** operator projects in Europe and the Middle East.
- Wrote test plans and led acceptance testing with operator teams, closing **200+** defects before commercial launch on a 3-country charging rollout.
- Ran post-launch health checks on live charging nodes and wrote the support handover for each site, cutting first-quarter incident tickets by about **a third**.