

Job Description FSMT Cable Corporation 2022

For: Chief Executive Officer

Background for Assignment

In 2014 the FSM government passed its Telecom Act, which provides the legal framework for the liberalization of FSM's telecommunications market. One of the cornerstones of the 2014 Telecom Act, along with the establishment of an independent regulatory authority, is the establishment of a wholesale only entity – an Open Access Entity (OAE) – to own and operate FSM's fiber optic cable investments.

The primary purpose of the OAE is to function as a wholesale provider of international and domestic bandwidth to competitive operators offering services on cost-based, non-discriminatory terms. The OAE was formally incorporated as a shareholder corporation in May, 2017. It has a fully constituted Board of Directors selected by resolution of the OAE's government shareholders.

OAE owns and operates the cables for Yap and Chuuk. Work is still ongoing to bring these systems under full operational control and management of OAE. Government is currently working with its partners Kiribati and Nauru under the East Micronesia Cable (EMC) consortium to look at options for connecting Kosrae. Disputes are also ongoing with FSMTC regarding facilities sharing and capacity arrangements on the HANTRU-1 cable system as set out in an "IRU Deed" dated February, 2018. Successful resolution of this matter with FSMTC is a key priority.

OAE is also responsible for installing and operating the National Digital Connectivity Infrastructure component under the WB financed Digital FSM project (P170517). This activity supports the development of climate and disaster resilient national digital connectivity infrastructure throughout the four States, which includes (1) financing for constructing and installing domestic fiber optic and wireless networks and related infrastructure to strengthen domestic internet and telecommunications connectivity; and (2) financing for constructing and installing telecommunications infrastructure and providing connectivity services in underserved and remote area.

For this assignment, the OAE seeks to hire a Chief Executive Officer who will be fully responsible for managing the OAE during its initial operations. A qualified person with senior level management experience in the telecom sector is needed to lead the operations of the OAE to ensure its viability as a going concern. The CEO will provide strong leadership and strategic guidance for OAE in all of its activities to enable the company to succeed in a challenging and dynamic environment. A critical aspect of the role is to manage the suite of contracts that the OAE enters into, specifically with suppliers, customers and with consortium partners under the proposed EMC system.

The OAE is a tightly-focused business operating on a "wholesale-only" basis. It does not participate in downstream retail markets. Its customers, licensed telecommunications operators,

provide retail services to end-users in FSM. Its business model supported by Grant financed infrastructure has resulted in a dramatically lower international bandwidth unit cost for operators.

The CEO will coordinate closely with board members of the OAE, consultants and support staff hired by the OAE, DTCI's consultants and project team retained in connection with the other areas of the sector reform program. In addition, the CEO will work with government and World Bank to ensure the achievement of national policy and Project development objectives. The CEO will also interface directly with World Bank to ensure compliance with project requirements for project funded investments and expenditures and with OAE operational requirements.

Areas of responsibility

The responsibilities of the CEO include:

- liaising with contract counterparties;
- ensuring performance of OAE's contractual obligations;
- analyzing reports, forecasts, etc.;
- procuring external technical, financial and legal advice;
- monitoring counterparty contract performance;
- dealing with disputes;
- attending to change requests;
- managing liability and minimizing risk;
- organizing insurance;
- renewal of contracts or re-tendering at expiry or termination;
- managing communications, marketing, community outreach and information campaigns;
- gathering and reporting KPIs and monitoring data.

The CEO will also have overall financial and governance responsibilities, including:

- managing the budget for the OAE as approved by the board;
- reporting to the board;
- managing OAE direct reports, including financial and operational reports;
- arranging audit;
- liaising with Congress, DTCI, DOFA, DOJ, TRA and other Government stakeholders.

Scope of Duties

The CEO will be specifically responsible for leading the OAE on the following tasks:

1. Implementation and management of Component 1 of the FSM Connectivity (P130592) and Component 1 of the FSM Digital (P170517) projects to service the FSM States of Yap, Chuuk and Kosrae with fiber optic connectivity, and the outer islands with 4G LTE broadband solutions via PPP arrangements.

2. During the construction and installation activities, provide close monitoring of the project delivery and cost management and regularly report to the Client regarding implementation status, and ensure that all activities are on track and in compliance with the covenants and conditions under the respective project financing agreements.
- 2A. The CEO must ensure that OAE complies with all applicable environmental and social safeguards documents, including the Environment and Social Commitment Plans and associated instruments e.g., Environmental and Social Management Plans and Land Access Plans. Safeguards matters are supported by the CIU safeguards specialists.
3. Ensure sufficient capacity and resources for the efficient and effective recurring operations of the Company, including ensuring proper corporate governance and management under the direction of the Client and consistent with the Company by-laws and FSM Telecom Law, short-term and permanent staffing needs of the Client, Client business, marketing and organization planning, and financing arrangements ensuring adequate capitalization and operational financing including to address contingencies.
4. Maintain a corporate office in Pohnpei and on the ground presence in the other states (as appropriate) and make recommendations regarding corporate governance.
5. Develop and implement a business, marketing and operational plan for the sale of capacity which minimizes operational costs, maximizes utilization and delivers the lowest economic costs to end users.
6. Work within the available financing provided under the grant-funded projects and from local revenues and appropriations to ensure the OAE's operations are well-funded from commissioning through initial operations.
7. Establish and maintain a customer relationship with FSMTC's management to support the implementation of the IRU Deed including capacity rights, colocation and facilities sharing, delivery of services and fees collection.
8. Work with FSMTC management team to build a trusting and mutually beneficial relationship during the transition of FSM's telecom sector into a liberalized market in an orderly fashion.
9. Work to ensure the requirements for the FSM government's implementation of grant-funded projects are met in accordance with the executed Project Agreements with the donors and the Subsidiary Agreements with the Government.
10. Obtain, maintain and ensure compliance with all permits and licenses to operate in FSM and be authorized to legally supply domestic and international wholesale connectivity communications services.
11. Maintain a working relationship with the suppliers of the Yap, Chuuk and Kosrae (EMC) cable systems to ensure their successful delivery, maintenance, and operation.

12. Take all steps necessary to ensure that the international connectivity assets are utilized in an economically efficient and productive manner consistent with the policy objectives of the 2014 Telecom Law and the Project Development Objectives of Grant Funded Projects.
13. Prepare and execute agreement(s) for the sale and distribution of Client held bandwidth to operators in the FSM.
14. Maintain a working relationship with the TRA to support its successful implementation of rules governing the operation of the telecommunications sector in FSM including domestic and international wholesale services.
15. Oversee design, implementation, location selection, etc., and all technical aspects relating to the installation and operation of the Yap, Chuuk, and Kosrae cable systems. Work with Government as directed on alternative options for a cable for Kosrae.
16. Maintain a working relationship with the FSM government's project team for grant funded telecom projects to ensure efficient and successful implementation of the projects.
17. Respond to requests from government and stakeholders to provide updates, briefings, and testimony as required or directed on all matters related to the operations, management and governance of the Client.
18. Assist in public outreach as an advocate and advisor for the development of applications in key sectors e.g. e-health, e-education, e-government, cyber-security.

Duration and Timing

This assignment is initially for 2 years.

Qualifications

- Engineering, business or other relevant degree from internationally recognized and accredited degree program. Advanced technical degree preferred.
- At least 10 years senior level ICT management and/or telecom operations experience
- Experience implementing at least one transnational undersea fiber optic cable system
- Excellent interpersonal and business management skills
- Prior experience working in the FSM or other small island state preferred.
- Prior experience working on donor funded public infrastructure projects preferred.
- Priority is given to FSM citizens.

Compensation

Based on experience and qualifications

Response period

Please email your cover letter, resume and atleast 2 letter of reference before Tuesday, June 07,6:00PM Pohnpei time.

e-mail to vacancy@fsmcable.com