

SUMMARY OF QUALIFICATIONS

Entrepreneur and visionary with over 30 years experience opening new markets. Recognized leader in the telecommunications and satellite communications industries, with expertise in conceiving, opening, and building new markets. Stephen G. Tom, president and founder of Teleport Consulting has 25 years of experience in the commercial telecommunications world and is focused on integrating the resources of the commercial sector together with experts in humanitarian assistance and disaster mitigation in order to bring order from chaos and relief from disasters impacting the human community worldwide.

EXPERIENCE

Regional Director, Asia-Pacific Global Relief Technologies, LLC

Honolulu, HI
2007-present

Senior executive with Asia-Pacific responsibilities, leading the planning and development of GRT's regional office and network operating center in Honolulu, Hawaii. Responsibilities include securing investors; managing client relationships; strategy and planning; and business development in the region. Other responsibilities include business development activities in the NGO sector worldwide.

President/Founder Teleport Consulting Group International, L.L.C.

Boston (Cape Cod), MA
1998-present

Leading international business development consultancy enabling technology-related service companies to overcome obstacles to growth; to identify new revenue sources; to open new markets; and to establish brand identity within the markets they serve. The consultancy's core competency is focused on enabling innovative relationships between commercial telecom entities and humanitarian assistance organizations by applying the expertise developed in the commercial sector.

Clients in Singapore, United Kingdom, Japan, U.A.E., and the U.S. have included an international non-profit telecommunications council; major domestic U.S. and international broadcasters and cable programmers; and international communication service and software companies.

President & CEO Washington International Teleport - WIT

Alexandria, VA
1992-1998

Developed new international relationships and corporate brand while managing expenses and unprecedented growth, resulting in a high-performing, profitable, and industry-leading teleport; the largest satellite communications complex on the east coast. Doubled annual revenue; tripled operating margin; and quintupled market value of the company in a six-year period.

Vice President – Eastern Region Los Angeles, CA; New York, NY; and Washington, DC
Managing Director – International 1987-1992
Western Region Director of Sales
Keystone Communications – Innovative sales and management efforts insured customer loyalty

Combined two competing satellite services sales organizations into a successful team in the competitive Los Angeles market. Managed sales and technical service continuity following a fire in Hollywood network operating center. Integrated a New York City acquisition into the main operating company. Evaluated and closed non-performing assets. Established new international video program delivery routes. Re-organized sales and operations effort in Washington, DC office.

Regional Sales Manager Los Angeles, CA
Bonneville Satellite Communications – Custom solutions produced record sales 1983-1987

Established the company's first professional sales effort in Hollywood. Created innovative satellite networking capabilities for clients new to the market. Pioneered use of satellite technology for public relations and product promotion. Devised communications solutions to meet unique needs of Pasadena Tournament of Roses, March of Dimes Telethon, and Academy Awards.

EARLY PROFESSIONAL CAREER

Marketing & Hospitality Management San Diego, Los Angeles, and San Francisco
Crosby-Arens Advertising, US Financial, Sheraton Hotels, 1971-1983
California Leisure Consultants, Satellite Meeting Systems

Developed a wide range of management, marketing, and customer relationship skills over a period of 12 years in senior management positions in the advertising, real estate development, hotel, destination management, and meeting industries. Each position required team leadership, innovation, and problem-solving in a demanding customer service environment.

HONORS

- Teleport Executive of the Year – World Teleport Association, 1995
- Lawrence Award for Distinguished Service – World Teleport Association, 2004

EDUCATION

- Boston University, School of Public Communications Boston, MA
Graduate studies in Communications
- San Diego State University San Diego, CA
B.S., Telecommunications & Film, with distinction in major

PROFESSIONAL AFFILIATIONS

- World Teleport Association – Board of Directors 1997-2003
Chairman of the Board 2000-2003
- Society of Satellite Professionals International – Board of Directors 1995-2001
Chairman & President 1996-1998

- Sandwich Chamber of Commerce (Cape Cod, Massachusetts) – Founder Board of Directors and Vice Chairman 2004-2005

PERSONAL

Considerable intercultural business development experience in Middle East & Asia.
Married with one daughter; enjoy travel and photography.
References available upon request.