



Robert Lehson – SVP – Engineering and Operations

+1-888-451-9607 Extension 105 / robert.lehson@mypacnet.com

Curriculum Vitae

Pacific Networks Solutions, Inc. 2010 to present

Senior Vice President – Engineering and Operations

Hanoi, Vietnam, Honolulu, Hawaii USA and Manila, Philippines

- Designed and developed new products and services
- Responsibilities covered the spectrum of Sales soliciting, negotiating, awarding and administration of contracts
- Support of engineering to sales, marketing and business development department
- Overseeing of teleports operations
- Overseeing of logistics and services operations

Communication International Teleport, Inc. 1996 to present

Director

Hanoi, Vietnam, Honolulu, Hawaii USA and Manila, Philippines

- Designed and developed new products and services
- Built strategic alliances in an entrepreneurial environment.
- Spearheaded sales initiatives for the region, developed business cases and proposals.
- Responsibilities covered the spectrum of Sales soliciting, negotiating, awarding and administration of contracts
- Development of overall contracting policy and procedures at the executive level; and the reviewing and monitoring of contracting activities to determine adequacy and responsiveness of their operations.
- Devised strategies for acquiring new clients over 10 million in sales

Key Achievements:

OUTSOURCED TO UNIVERSAL TELECOM SERVICES, INC. (“UTS”)
2004 TO 2008 FOR VIETNAM PROJECT

UTS is the first US company to obtain licenses to build an international satellite transmission network. Mr. Lehson was brought in from the beginning by UTS with over 25 years experience in Satellite telecommunication industry. The project was to help to obtain licenses with Vietnam Maritime Communication and Electronics Company to build an international satellite transmission network in Vietnam. As a senior consultant under a management contract to operate for Vishipel services in Vietnam as COO. Also been contracted by some of the world's most prestigious telecommunications icons such as AT&T, GTE Spacenet, and Comsat.

BLR Communications, Inc. 1992 to 1996

Vice President

Sales of equipment and services for various projects. Responsible for developing new contracts and expanding current clients need. Developed specifications, equipment configuration documents, interconnect instructions, and job documentations for use by customers, as well as marketing, financial, and installation departments. Developed mechanized engineering procedures and documentation.

Key Achievement:

- Sales of 20 million a year in equipment and services
- 18 Meter RSI antenna in Hawaii for GTE
- Two 13 Meter RSI antennas in Australia for NZTV
- 13 Meter Vertex antenna in Sweden for WorldCom
- 22 site Network of 11 and 13 Meter antennas for AT&T
- 1500 site Network of background music for K-Mart.
- Over 50 large 6-18m diameter aperture satellite antennas
- Numerous Network Operation Centers
- Thousands of VSAT remotes (including the training of over 500 field technicians in VSAT installation)
- Dozens of complete VSAT hubs
- Numerous remote uplink/downlink facilities
- Sold interest in corporation to partners
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CABLE SATELLITE, INC. 1986 to 1996

Vice President

Oversaw the acquisition and maintenance of new clients in need of Satellite Teleports. Served as Project Manager in charge of managing complex installation projects.

Key Achievement:

Contracted with numerous Fortune 500 and other prestigious companies including KMart, Walgreen's, GTE, GE American, GE SpaceNet, Comsat, Orion Atlantic, and the USA Secret Service. Trained over 500 field techs to Install V-SAT Systems, for third party contract Installation and maintenance.

COMSAT COMMUNICATIONS CORPORATION 1983 to 1986

Washington, DC

Manager Operations

Implemented and operated a 1600-site V-SAT network. Provided support and services to Hotel movie services and cable programming operations. Built basic remote uplink/downlink facilities and call centers for civilians and peacekeeping forces as well as terrestrial cellular and paging tied to a satellite uplink.

Key Achievement:

Set-up and ran a 0 to 1600 site Network of Pay Per View and Satellite TV, As a Consultant hired and trained over 250 tech's to install and maintain the network.

ETAM INTERNATIONAL TELEPORT, INC. 1978 to 1983

Etam, West Virginia

President

Established highly successful Satellite Teleport and Transmission Corporation that provided international carrier services to U.S.-based customers and inbound termination and routing for foreign customers. By purchased and operating a former RCA Americom Earth Station.

EDUCATION / TRAINING

Bachelor of Science Degree Electrical Engineering University of Pennsylvania

SBCA Certified Trainer

Cisco Certified