



Schaller, Tom

Senior Product Manager, Satellite Services and Business Development at Intelsat

Over 10 years with Intelsat as a Senior Product and Program Manager leading, managing and directing inter-departmental and geographically diverse project teams to deliver complex and or high value projects on time and within budget.

Experience managing a broad range of telecommunications technologies and system deliveries: ATM and IP terrestrial network and PoP builds, BW analysis and load planning, sub-meter VSAT to type A full motion monopulse TOSS and TT&C antenna and network builds, media and broadband data service deliveries including iDirect remote and hub systems, and satellite ground performance monitoring site installations.

Experience managing and tracking budgets for large complex programs that include ROI, IRR, NPV analysis for CAPEX, OPEX, and COS expenditures.

Experience managing the creation of RFIs, RFPs, compliance matrices and managing internal

and external team members to deliver technical documents and responses that enable the Sales and Product teams to close the deal.