

Scott Sullivan – Strategy, Innovation and Wholesale evolution

Scott is a global business leader with 30+ years running wholesale, business and retail divisions of major incumbent and emerging mobile operators and communications technology companies. He has an outstanding track record of improving performance and strategic outcomes. Scott has always been on the leading edge of the business, pioneering innovative business strategies, services and partnerships.

He is one of the world's leading authorities on emerging market telecoms business with a vast repertoire of experience, market knowledge and insights on international strategy, business, technology, regulatory and global telecom matters.

He is a trusted partner and advisor to the global operator industry's C-suite and for nine years the driving force for international strategy and business at Etisalat UAE, with 170 million customers in 19 countries in the Middle East, Africa and South Asia. Scott has enjoyed an exceptional international career spanning over 65 countries, creating billions and driving global growth at; Etisalat, Mitel, Teleglobe (now Tata Communications), TIME in Asia, Africa, the Mideast, Latin America, and Europe.

His strategic focus include Mobile, Content Distribution, Mobile Money, Cloud, SaaS, IPX, voice, submarine networks, hosting, broadcast, business services, security and roaming.

Scott Sullivan's Selected Experience

**Vice President Strategy & Business Performance - Etisalat UAE
Major Mobile Operator Group**

**CEO - Takaburi Canada
Global Operator Strategies**

**Sr. Vice President Sales & Marketing - Orblynx Washington D.C.
Global Content Distribution**

**Sr. Vice President Strategy - Radius X Malaysia
Global Messaging & MMA**

**Vice President International - North American Gateway
International Service Provider**

**General Manager International Services - Time Telecom Malaysia
Major Malaysian Mobile Operator**

**Director International Services - Positron Canada
Emergency Response and financial networks products and services**

**Managing Director Asia and Director Product Mgt - Teleglobe (now TATA
Communications)**