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## Profile of Carmen González-Sanfeliu

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Carmen González-Sanfeliu  
Vice President, Latin America and Caribbean  
Intelsat, Ltd.

Ms. González-Sanfeliu has more than 20 years experience in the satellite telecommunications industry and is responsible for Intelsat's sales activities in Latin America and the Caribbean. As Vice President of the region, she leads a sales force with offices located in

Miami, Brazil and Mexico that contribute over \$370 million in revenues to Intelsat. The customer base extends to broadcasters, carriers, multinationals and government agencies, which require the provision of telecommunications solutions including broadcast services, broadband Internet, VSAT, corporate networks, cellular and mobile backhaul, VoIP and VPN.

Ms. González-Sanfeliu was instrumental in developing Intelsat's Latin American sales strategy subsequent to its merger with PanAmSat in 2006. During that time, she was Vice President for PanAmSat's Latin America Operations and oversaw \$180 million in revenues.

Previous to her role at PanAmSat, Ms. González served as Director of Latin America for Williams Communications from 1998-2002, where she developed and implemented the business plan for telecommunications opportunities in the region, working with Williams Communications' satellite and fiber applications. In 2002 she received the Circle of Excellence Award for top sales performance.

Before Williams, Ms. González-Sanfeliu was the Regional Director for Latin America for Intelsat, which she joined 1996. She was responsible in the development of new sales in Latin America and instrumental in growing revenues by \$10 million, which represented a 41% increase in profits for Intelsat.

Born in Venezuela, Ms. González-Sanfeliu's education includes a MBA magna cum laude from George Washington University and a BA from Georgetown University along with Independent Marketing Studies at Oxford University. Her continuing education includes Executive Leadership Training and Negotiations at the Harvard Law School.

Ms. González has served as an active spokesperson for the international satellite communications industry. She has contributed articles and has been included in important feature stories for leading media outlets such as CNN en Español, Broadcaster, Producción y Distribución and CITELE. She also has been recognized as one of the world's top international business leaders in articles recently published by World City and South Florida CEO.

Her community involvement includes participation in OWIT (Women in International Trade), Hispanic Chamber of Commerce, Advisory Board of the Coral Gables Chamber of Commerce, Venezuelan American Chamber of Commerce, Latin Business Club of America and Center of Hemispheric Policy of the University of Miami. She also serves as a member of the Latin American Forum, sponsored by Florida International University's Graduate School of Business.

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