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## Profile of Andrea Maléter

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Andrea Maléter is Technical Director at Futron Corporation. She has over 30 years experience in global satellite and telecommunications industry sales, marketing, regulatory and policy management. She has provided decision support advice to space and telecommunications companies and government agencies, and has assisted in developing new commercial applications, regulatory and business strategies. Prior to Futron, she was a consultant at PricewaterhouseCoopers, and before that held management positions at Intelsat and COMSAT.

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1) How did you get started in the satellite business?

My father pushed me into it - when I was 12 he bought me Comsat stock when it first came out and took me to the Andover earth station during a family fishing trip to Maine. I studied Space Law in college and did my Masters' thesis on a comparison of Space Law and Law of the Sea.

2) How have you been involved in changes brought about in or by this business (innovations, technologies, services)?

At Intelsat I had the chance to develop a number of new service offerings and create new markets, including establishment of the first VSAT services.

3) What do you think was the greatest event/situation/opportunity you experienced?

The opportunity to work with a global community.

4) What was the greatest obstacle?

Being a woman and non-engineer in the satellite industry.

5) What do you see happening in the next five years in this industry?

Greater integration (or perhaps re-integration) with the telecommunications and media industries.

6) What advice do you have for women interested in entering the industry?

Love space, but understand the end-users.