



Isabelle Paradis – President

A senior telecom executive, consultant and analyst with a Bachelor degree in Engineering, an MBA in Finance and 20 years working experience in the Americas, Europe, Asia and Africa. She brings solid knowledge from her many years as an International telecom expert within the industry, managing complex projects and analysis delivery in all regions and segments

As president of HOT TELECOM, Isabelle has extensive experience conducting training and strategic consulting engagements on a global basis and has led numerous projects of this nature with all levels of telecom executives. She brings strong trusted relationships from across the industry, so is able to establish the reality of what operators are thinking rather than stock public domain answers.

Her areas of expertise include market research and consulting, strategy, business planning, carrier relations, product/project management. She recently conducted strategic consulting, market research and training programs covering the subjects of IPX, OTT and Enterprise.

Isabelle Paradis' Selected Experience

President, Hot Telecom

- Founder and President of one of the world's most competitive and innovative telecom market research and consulting companies, offering services to 200+ Tier 1 and Tier 2 operators on all continents.
- Works, in co-operation with Senior management in carriers across the globe, to elaborate strategic business plans outlining the company's required focus and activities on subjects such as IPX, new market entry and new product launch.
- Publishes a portfolio of research and analysis covering the following subjects: IPX, Global Telecom Status and Forecasts, Regional statistics and forecasts, mobile termination rates, Global telecom consulting market.

Principle Consultant, Starhub Singapore

- Successfully developed the Asian and North American market for the International Wholesale products, by negotiating strategic partnerships, enabling International carriers to become key international players.
- Advised in the creation of a competitive International Wholesale product in regards to its Strategic planning, Pricing, Processes, Systems and Training.
- Elaborated a profitable strategy and business case for the deployment of International PoPs, ensuring additional revenues in the range of US\$ 20M within 2 years.



Senior Consultant, Goulet Telecom (now Neotelis)

- Advised wholesale carriers in the planning and development of their international carrier relations and business development activities.
- Advised and trained International carriers in developing and implementing winning international strategies and plans.

Regional Director - Carrier Relations, Teleglobe (now Tata Communications)

- Identified strategic partners and negotiated, implemented and managed interconnection agreements with international carriers, for the provisioning of a full range of voice and data services.
- Co-ordinated a multidisciplinary team of telecoms specialist to ensure optimum management of the contracts, from a technical, financial and commercial basis.
- Introduced a full range of new voice and data services with customers in Asia, Europe and the Americas.