



Team
Profile

FEBRUARY
2026



OUR
FUTURE
VISION

Global Connectivity



APTELECOM | TEAM PROFILE

Eric Handa

Co-Founder and CEO

Eric R. Handa, Co-Founder and CEO of APTelecom, has built the company from a start-up in 2010 into a global telecom consulting firm.

Under his leadership, APTelecom has been recognized with awards including Sales Team of the Year by the Global Customer Sales and Service Awards and Best VAS Consulting Company in Dubai by Telecom Review Magazine.

APTelecom has pioneered financing models for new submarine cables through off-take pre-sale agreements, IRU options with upgrade rights, and solutions for distressed assets in existing submarine cable systems. These innovations have helped clients secure funding and build critical infrastructure in underserved markets.

Before founding APTelecom, Eric held senior operations, research, and sales roles at AT&T, Tyco Electronics, Tata Communications, and Bharti Airtel, living abroad for fourteen years in Hong Kong, Singapore, and London. He is a recognized industry thought leader, contributing to publications including Bloomberg, BusinessWeek, and Fierce Telecom, and serves as an innovation awards judge for the Pacific Telecom Council.

Eric is committed to giving back to the industry and community. He established APTelecom's State of Subsea series, a charity through which the company has donated over 10% of its annual profit since inception. He is an active supporter and volunteer with Habitat for Humanity and the Bloom Again Foundation, and serves on the Board of Trustees for Bryant University.



Sean Bergin

President & Co-Founder

Sean Bergin, President and Co-Founder of APTelecom, brings over two decades of executive experience in international telecommunications and digital infrastructure across mature and emerging markets.

Since founding the company in 2010, he has helped build APTelecom into a global consultancy, delivering strategic outcomes for clients across Africa, Southeast Asia, EMEA, and Latin America.

Sean's career includes senior operational and commercial roles with Telstra, BT, and Hutchison, as well as serving as Director of Sales for Australia-Japan Cable, where he led carrier wholesale strategies across the Asia-Pacific. His expertise covers the full lifecycle of digital infrastructure projects, from subsea cable systems and terrestrial backbones to data center connectivity, with a focus on building commercial frameworks that align technical deployments with long-term revenue growth.

He has advised on go-to-market strategies, consortium structures, and cross-border deal structuring, bringing deep consulting experience in M&A support and strategic due diligence. Having lived and worked in Asia, Australia, and Europe, Sean combines local market insight with a global perspective on commercial dynamics.

Sean is the immediate past Chair and President of the Board of Governors at the Pacific Telecommunications Council and is a sought-after speaker, panelist, and moderator at leading industry events, where he shares insights on the evolving digital infrastructure landscape.



Anup Gupta

President of India and SAARC

Anup Gupta, President of India and SAARC at APTelecom, brings over 24 years of experience in the global telecom industry across Asia, Africa, the Middle East, and Europe.

He specializes in delivering large-scale telecom projects that improve connectivity and customer experience in diverse markets.

Throughout his career, Anup has led cross-cultural teams across multiple regions, helping businesses expand into new markets and grow their revenue. He's known for developing practical strategies that build sustainable businesses and create lasting value for customers and partners alike.

Before joining APTelecom, Anup served as Vice President and Business Head for Africa and Europe at Airtel, where he developed strategies to improve profitability and customer satisfaction across their global voice, data, and submarine cable services. He later served as Chief of Sales and Marketing for a submarine cable company in Mauritius, where he helped establish and grow their operations. Anup holds a Bachelor's Degree in Science and a postgraduate qualification in Business Management.



John Maguire

Director - Europe

John Maguire, Director for Europe at APTElecom, brings over 30 years of experience across the telecommunications industry.

Throughout his career, he has worked in diverse roles spanning security and network control software sales to mobile networks worldwide, establishing regional federation fiber networks, and building interconnect networks and wholesale structures for leading telco brands in new entry and emerging markets.

John's expertise covers the full spectrum of the business, working with satellite and cable technology for both OEM and service provider companies across fixed and mobile domains. His roles have encompassed general management, sales management, direct and indirect sales, business development, market development, and operations for both start-ups and established companies.

A native of Dublin, Ireland, John has lived and worked in Australia, UK, Singapore, Hong Kong, Thailand, Qatar, UAE, and Malaysia. He holds a B.Tech degree from University of Limerick in Ireland and a MA from Macquarie University Graduate School of Management in Sydney, Australia.



Alex Chace

Vice President of Global Government Affairs

Alex Chace, Vice President of Global Government Affairs at APTelecom, leads international subsea-cable initiatives that bring trusted connectivity and resilient digital infrastructure to underserved communities worldwide.

He helps deliver U.S. government-funded programs, working with the U.S. Department of State on capacity-building projects and the U.S. Trade and Development Agency on feasibility studies across East Asia Pacific, Europe, Latin America, and Africa.

His recent work includes the Central Pacific Connect Initiative, which brought Tuvalu its first-ever subsea cable, and upcoming systems in Bangladesh. Alex works closely with regional governments, telecom operators, and global technology firms to deliver secure, high-impact digital infrastructure where it's needed most.

Beyond his role at APTelecom, Alex serves on the Bryant University International Advisory Council and teaches as an Adjunct Professor of Management in the College of Business. A graduate of Bryant's Honors Program, he holds both a B.S. in Business Administration (Class of 2020) and an MBA in International Business (Class of 2021). Earlier in his career, he interned with the U.S. Department of State, supporting public diplomacy efforts for the U.S. Embassy in Islamabad, Pakistan.



Christina Restrepo

President of Latin American Operations and Controller

Christina Restrepo, President of Latin American Operations and Controller at APTelecom, leads regional engagement with governments, regulators, and industry stakeholders to advance trusted connectivity and subsea cable initiatives across Latin America.

She is currently focused on capacity building, spatial planning, and digital infrastructure development. Her work includes contributing to Central American connectivity programs such as El Salvador's planned subsea cable system. In her role, she helps strengthen resilient, secure, and sustainable digital infrastructure across Latin America.



Ian McLean

Director - South East Asia & Oceania

Ian McLean, Director for South East Asia & Oceania at APTelecom, brings over a decade of experience in the telecommunications industry.

He has held senior positions at leading enterprise telecom providers in Australia, including a national fiber optic network operator and a fixed wireless and satellite provider.

In these roles, Ian delivered connectivity solutions to corporate and government clients and helped build a national partner and wholesale channel model across B2B and B2C markets.

At APTelecom, Ian leads business development across the Asia-Pacific region, partnering with clients on subsea connectivity, fiber sales, and digital infrastructure strategy.



Matt Christie

Vice President & Project Director

Matt Christie, Vice President & Project Director at APTelecom, is a certified Project Management Professional with extensive experience leading complex development initiatives across multiple industries.

His career began in manufacturing and engineering in Australia before progressing into construction and project management throughout Asia, where he has built nearly two decades of regional expertise.

In recent years, Matt has diversified his knowledge into trusted subsea cable project development, spanning feasibility studies, design and site assessments, detailed planning and scheduling, and project implementation.

In his current role, he provides senior leadership and project oversight, maintaining direct communication with boards, stakeholders, and investors.



Jonathan Kriegel

Senior Advisor

Jonathan Kriegel is a Senior Advisor at APTelecom, bringing decades of leadership experience in telecommunications, digital transformation, and business development across global markets.

Before joining APTelecom, Jonathan served as CEO of DOCOMO Digital, where he led the strategic turnaround and successful sale of the company. From 2014 to 2018, he was CEO of DOCOMO Pacific, overseeing the integration and expansion of mobile and fixed telecommunications services in Guam and the Northern Marianas, including the ATISA subsea cable system.

Prior to that, Jonathan spent 15 years at Vodafone Group, holding executive roles in corporate development, governance, and strategy across Asia and the Americas. He also held senior positions at First Pacific Company Limited and AirTouch Communications, focusing on telecommunications investments and operations.

Jonathan holds a Bachelor of Arts in History from Pomona College and a Master of Business Administration in Finance from the Wharton School at the University of Pennsylvania.



Nathan White

Vice President

Nathan White is a Vice President at APTelecom, specializing in government acquisition and telecom and satellite communications services.

Before joining APTelecom, Nathan was Vice President and General Manager for Peraton Communications, responsible for delivering commercial telecommunications, satellite communications, and integrated services for government, critical infrastructure, and commercial customers. Prior to Peraton, he held executive roles at TENICA Global as Vice President and at Polar Star Consulting as President and co-owner, where he provided communications and IT support to U.S. Government organizations. During this time, he also provided commercial sales engineering support to 89Degree Networks, a telecommunications integrator deploying networks in Europe and the Middle East.

Nathan is a retired Colonel with a successful 24-year career in the U.S. Air Force, serving as an ICBM Officer, Contracting Officer, and Program Manager in a series of positions. His career culminated in an executive position managing the information and communications technology infrastructure engineering group for a large government agency. He served with distinction in Iraq.



John Rhee

CTO

John Rhee, Chief Technology Officer at APTelecom, brings over 30 years of experience as an ISP and telecom executive across Asia Pacific and United States markets.

He is the founder of Kuentos Communications, the first ISP in Micronesia, operating on the US Territory of Guam.

Before joining APTelecom, John served as VP of Transport Networks for DOCOMO Pacific, where he led network operations and strategic development. Throughout his career, he has developed deep expertise in the competitive telecom markets of the Asia Pacific region, focusing on network operations, technology assessment, and strategic solutions.



Robert Crinks

Network Engineering

Robert Crinks works in Network Engineering at APTelecom, bringing over 30 years of experience in major communication and IT systems.

His expertise spans network engineering, service development, service transition, network operations, and security.

Throughout his career, Robert has focused on planning, designing, and implementing telecommunication solutions. His experience includes requirements development and analysis, project risk analysis, schedule development, configuration management, and budgeting across technical and management organizations.



Arabinda Laha

Director – South Asia

Arabinda Laha, Director of South Asia at APTelecom, brings over 21 years of experience working across India, Bangladesh, SAARC, South East Asia, and the Middle East.

He works closely with mobile network operators to deliver telecom solutions that improve connectivity and customer experience across diverse markets.

Throughout his career, Arabinda has led teams across multiple regions, building strong partnerships and delivering results in challenging environments. His expertise spans telecommunications sales and business development, with previous leadership roles at Reliance Communication, SIFY, Epsilon Telecommunications, and Primus Telecommunications, where he focused on expanding data connectivity solutions.

In his current role, Arabinda manages pre-sales for subsea and terrestrial networking solutions, and provides consulting services for data centers and undersea cable landing stations. He understands the unique challenges of the South Asian market and works to connect the region with reliable, high-quality infrastructure.

Arabinda holds a Postgraduate Diploma in Business Management (MBA) from the Indian Institute of Social Welfare & Business Management and is a Cambridge Career Awardee in International Business.

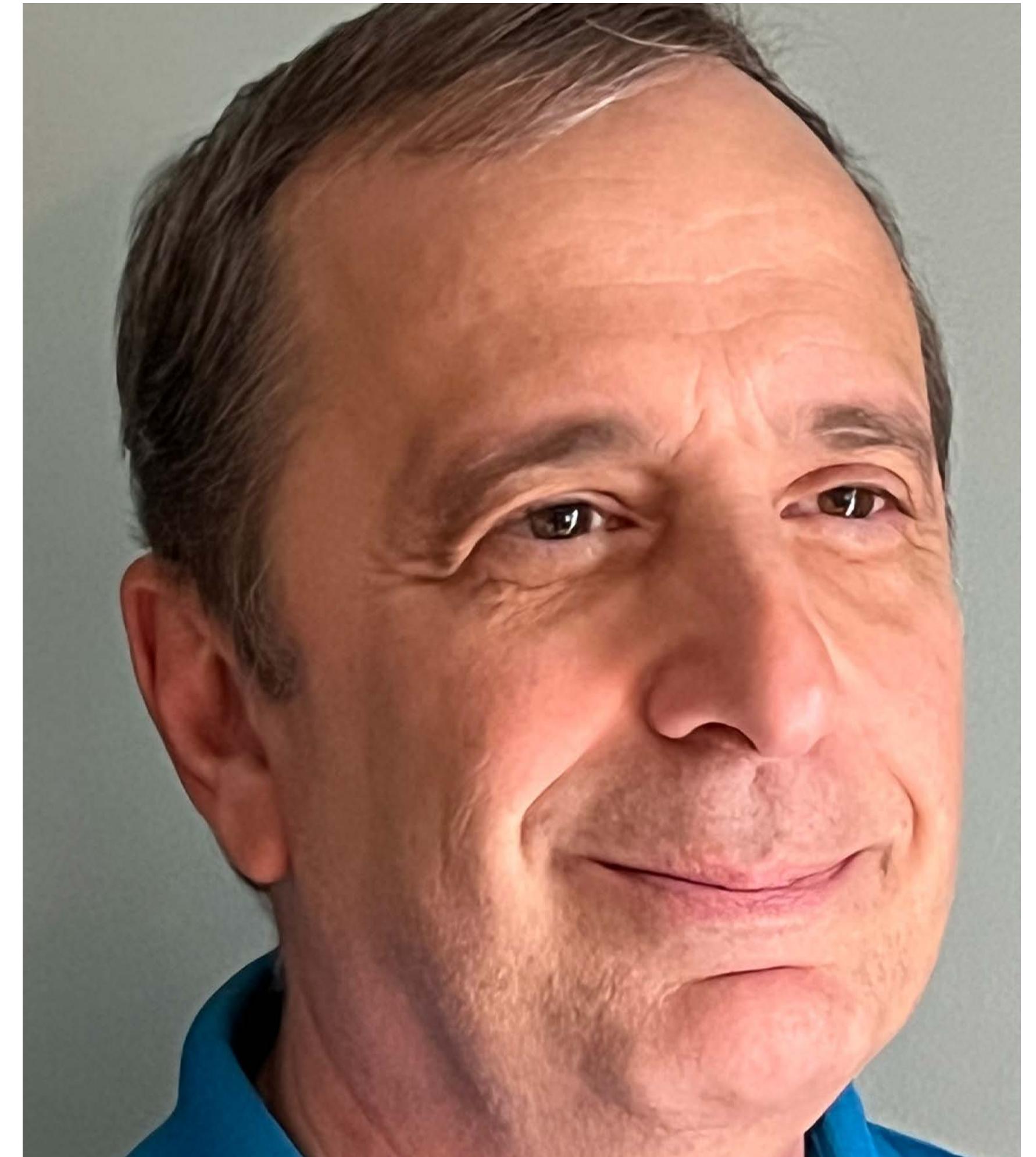


John Manock

Head of Research

John Manock has been a consultant in the submarine cable industry for more than 30 years.

He created the first commercial submarine cable database in the early 1990s while at KMI Corporation. John has worked on over 100 submarine cable feasibility studies during his career at KMI, T Soja & Associates, Inc, and Ocean Systems Inc. He joined APTelecom as Head of Research in 2022.



Owen Best

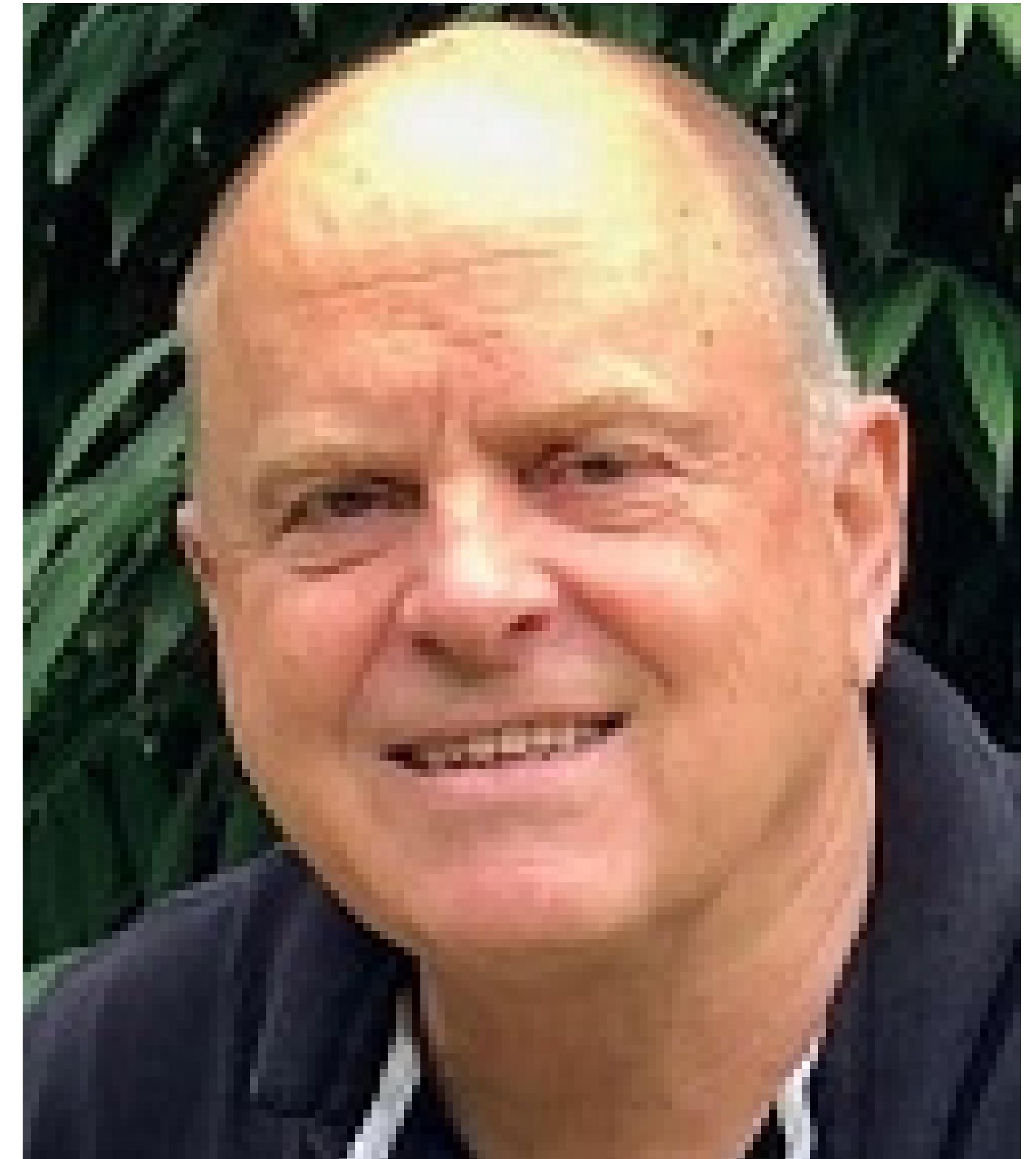
Consultant

Owen Best is a Consultant with APTelecom, working on strategy, business development, and project initiatives.

Before joining APTelecom, Owen served as a consultant to subsea infrastructure and data services company Aqua Comms. He was SVP of Sales and Business Development for Value Added Services with PCCW Global based in Hong Kong, and later with subsidiary Console Connect, a network software development company based in Brisbane. Prior to that, he was President for Asia at FLAG Telecom and Reliance Globalcom based in Hong Kong, and served as Country Head of Japan and Korea for Telstra based in Tokyo and Seoul. While based in Tokyo, he was also Chairman of the Australia/New Zealand Chamber of Commerce.

Owen has over 30 years of experience in the development and operation of global telecommunications infrastructure and data service businesses, with more than 20 years based in Asia covering South Asia and East Asia including the Pacific.

He holds a Bachelor of Electrical Engineering degree and a Master of Business Administration from the University of Queensland.



Paul Murphy

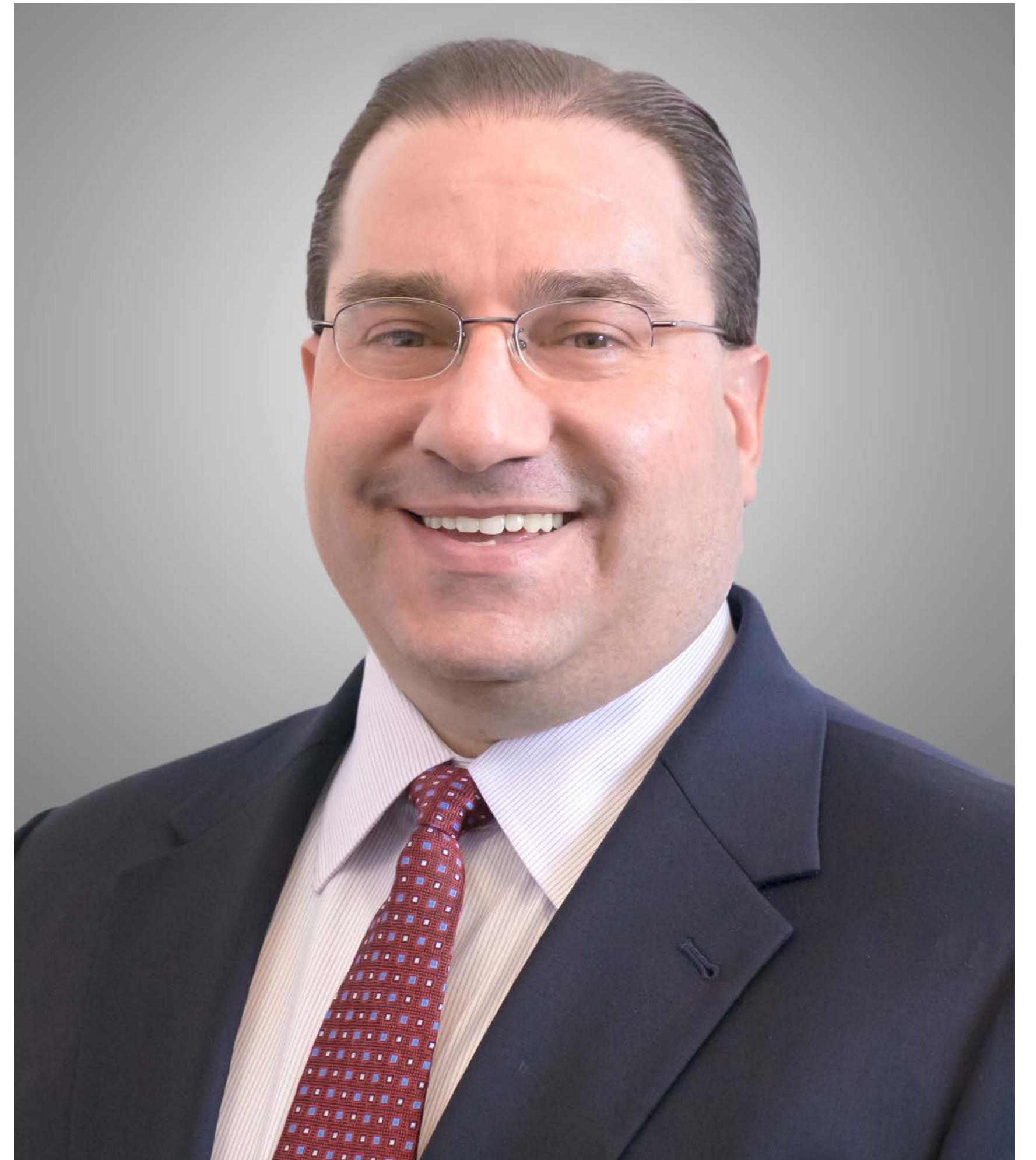
Consultant

Paul Murphy, Senior Advisor at APTelecom, brings over 30 years of experience as a transactional attorney and strategic consultant, specializing in project finance, project development, and project contracting.

Paul is the Founder and Managing Director of Murphy Energy & Infrastructure Consulting, LLC, and serves in several leadership roles across the energy and infrastructure sectors. He is a non-executive Director for RoPower Nuclear, Managing Director for Nuclear and Co-Head of Public Finance & Government Relations for Cross River Infrastructure Partners, and Senior Advisor for Power and Utilities at KPMG, specializing in the nuclear sector. He is also an Affiliate of Nuclear Economics Consulting Group, a Consultant to EY for nuclear matters in the European region, and a Founder and Managing Director of Greensabre Consulting Ltd.

Paul is an eight-time appointee to the U.S. Secretary of Commerce's Civilian Nuclear Trade Advisory Committee and serves on the International Advisory Panel for the Centre for Strategic Energy and Resources in Singapore and the Advisory Board for the Global America Business Institute.

Paul graduated from Princeton University's School of Public & International Affairs and Harvard Law School. After graduating from Harvard Law School, he served on active duty as a Captain in the U.S. Army Judge Advocate General's Corps at the Office of the Chief Counsel, U.S. Army Corps of Engineers.



Tony Razzell

VP Financial Modeling

Tony Razzell, VP Financial Modeling at APTelecom, brings over 29 years of international telecom management consulting experience, specializing in commercial, finance, and pricing functions across telco, enterprise, and government sectors worldwide. He has been part of the APTelecom team for 10 years.

Tony has built a successful business modeling practice defining and evaluating commercial and marketing strategies, as well as monetizing network assets and validating business expansion strategies. His core activities include modeling business plans to support debt and equity raises, especially for subsea cables. Tony has also developed analytics for data traffic distribution, data center and cloud strategies, and smart city buildouts.



Peter Mueller

Administrative Support

Peter Mueller serves in Administrative Support at APTelecom, where he supports company operations.

His responsibilities include assisting team members across departments, maintaining company records, and contributing to payroll administration.

Peter joined APTelecom in the spring of 2024, bringing a diverse background in compliance, customer service, and financial services. He began his career in 2021 at AML RightSource before moving to Commonwealth Financial Network in early 2022.

He holds a Bachelor of Arts degree in History and Government from St. Lawrence University (Class of 2021). During the 2024-2025 academic year, Peter also served as a part-time Social Studies teacher, reflecting his commitment to public service and lifelong learning.



Brett Worrall

Engineering & Technical Advisor

Brett Worrall, Engineering & Technical Advisor at APTelecom, is an experienced subsea engineer and project management professional with over 20 years of experience in the global telecommunications industry. Brett's expertise spans subsea networking, transmission technology, and terrestrial network development.

He has held senior roles across major projects worldwide, including as Lead Project Manager at Amazon Web Services for the Jupiter and B2B subsea cable deployments. His portfolio includes work with Alcatel Submarine Networks, Subcom, Vocus, and other leading organizations on major subsea cable systems throughout the Asia-Pacific region.



Erik Kreifeldt

Senior Analyst

Erik Kreifeldt analyzes the global network services market, maintaining industry relationships to evaluate market trends and advise clients on successful business decisions.

His career spans the range of market cycles, throughout the network supply chain. Previously Principal Analyst with research firm TeleGeography, he tracked international network infrastructure and services for nearly two decades. Before that, he focused on passive optical components at market research firm RHK, following optical network reporting at Fiber Optics Online and Fiber Optics News. Erik launched his career covering optical physics at Optics & Photonics News. He has an MBA from the Kelley School of Business at Indiana University and a B.A. from Penn State.



Joaquin Malavet

Senior Advisor

Joaquin Malavet is a Senior Advisor at APTelecom and a retired U.S. Marine Corps Major General with 34 years of senior leadership across defense, security, and Indo- Pacific strategy.

He currently serves as a Senior Fellow at the Center for Naval Analysis (CNA) and advises global public and private-sector organizations on geopolitical risk, economic security, and the intersection of technology, infrastructure, and national strategy across the Indo-Pacific. He previously served as Director for Strategic Planning and Policy (J5) at U.S. Indo- Pacific Command, where he designed and executed the foundational Indo-Pacific campaign integrating U.S. national security and defense strategies in close coordination with the White House, Department of War, Department of State, and allied governments.

His career includes senior command roles in Japan and the United States, service as a Deputy Assistant Secretary of Defense (Policy), and leadership as a principal negotiator on international security agreements with key U.S. allies. He holds advanced degrees from the Naval War College and Johns Hopkins SAIS, with executive education at UNC-Chapel Hill and Harvard Kennedy School.



Tony Mosley

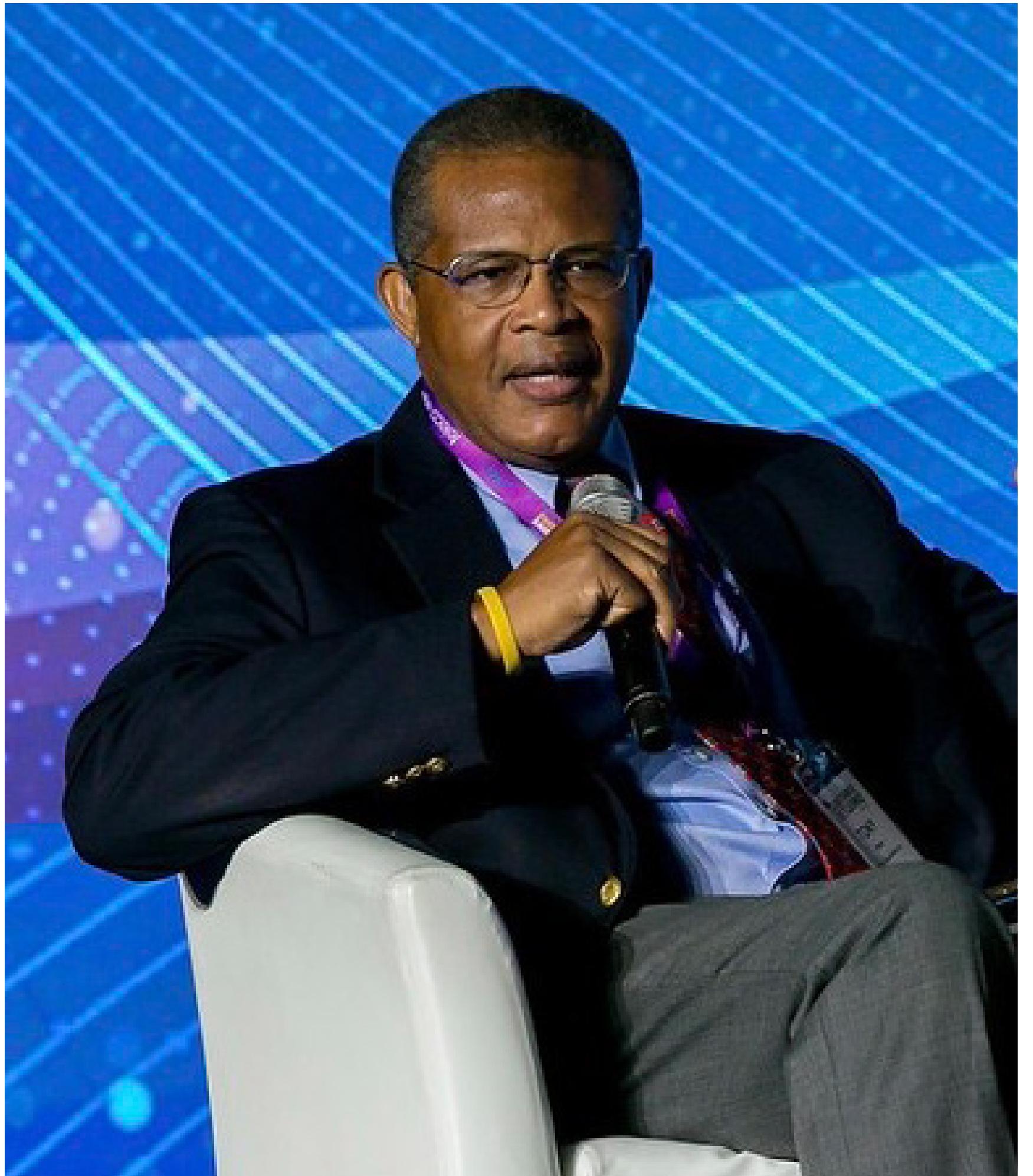
Consultant

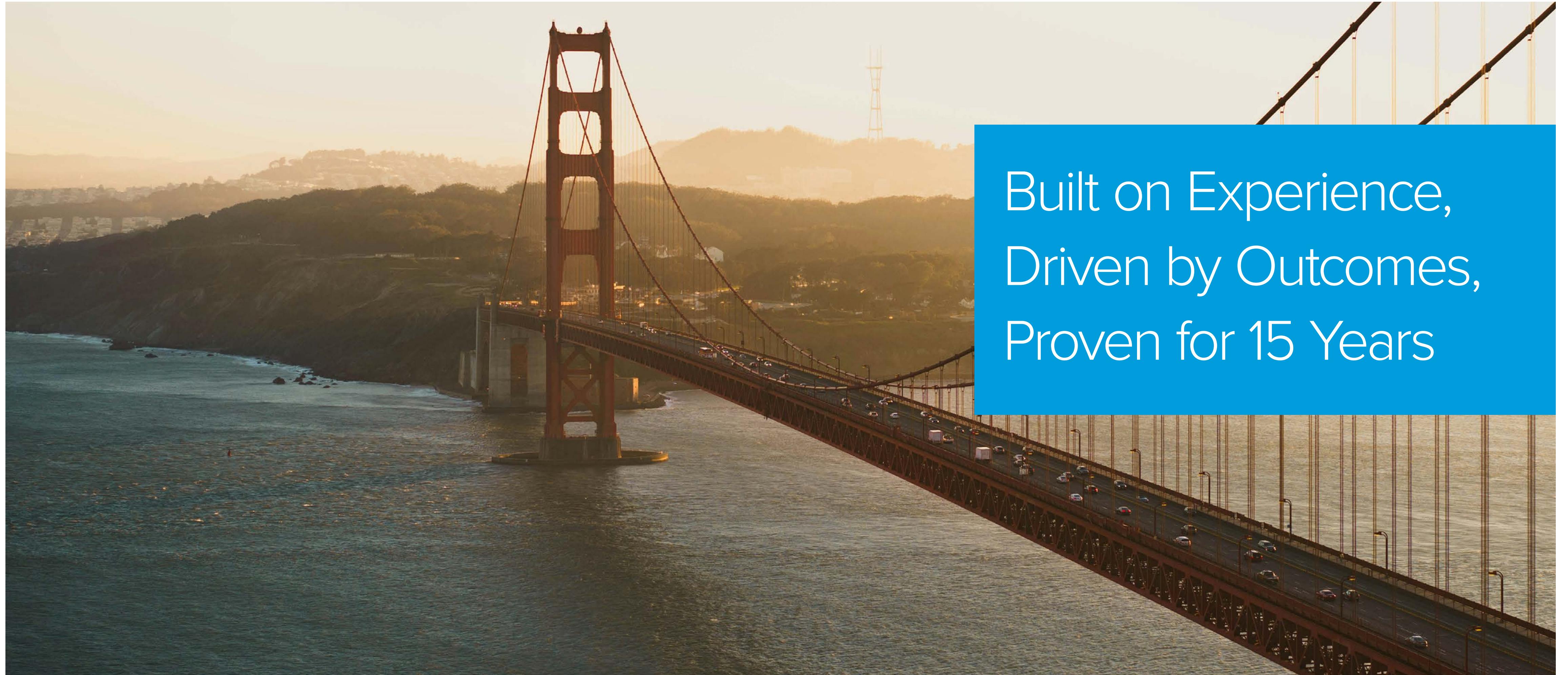
Tony Mosley specializes in Telecommunications Operations specifically Wireless, Wireline, Broadband and Wholesale markets.

He has been in the Telecommunications industry for 25 years having worked for MCI International, GTE International and Verizon Business as General Manager of Micronesian Telecommunications Corp and Chief Operating Officer of Pacific. He also worked for Metaswitch Networks covering the Asia Pacific region based in Guam and Manila.

He has been the Director of Business Development for Ocean Specialists Inc. supporting several Subsea Cable builds globally for the last 9 years. He has been a member of PTC and PITA since 1998 and 2001 respectively.

Tony served in the US Navy as a Lieutenant Commander in the Supply Corps and is a graduate of the United States Naval Academy in Annapolis Maryland. His last duty station was as the Officer in Charge of the US Navy Office in Singapore. He has 2 Navy Commendation Medal for Logistics services in Bahrain and Singapore. He also served as the Supply Officer on the USS Reasoner (FF-1063) based in San Diego CA.





Built on Experience,
Driven by Outcomes,
Proven for 15 Years



OUR
FUTURE
VISION

aptelecom.com

Global Connectivity


APTELECOM