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# Richard B H Lim

## Senior Sector Development Manager Inmarsat Solutions



As Senior Sector Development Manager for Inmarsat Solutions, Richard has ownership of the merchant marine sector development inclusive of setting the business strategy with regards to pricing, portfolio development, organizational structure, and partner and acquisition targets. He channelises ideas and concepts to provide direction and ensure strategic execution of sector priorities for the team, customers and products.

He is an integral part of a leadership team responsible for the Merchant Marine sector. He leads the sector internally while representing Inmarsat externally as the sector expert.

Richard has over two decades of experience in IT and ship technology having worked with AET Group, a global owner-operator of petroleum vessels. He led the Fleet IT team and was responsible for over a hundred ocean-going merchant ships Communications and ICT requirements.

Richard received his Master degree from Nanyang Technological University in 2010 and a Bachelor degree from Curtin University of Technology in 2004.