



Marcel Barat

VP Customer Success & Network Operations, Astrocast

Marcel Barat is VP Customer Success & Network Operations at Astrocast, a leading Satellite IoT service that enables asset tracking and two-way communications in remote areas of the world.

From the pre-sale stage, Marcel makes sure that the product delivers its promise, and that the client is always heard and satisfied with the service.

He brings more than 30 years of senior management and customer service experience to Astrocast. Joining the best of both worlds, he is an expert at deploying and operating networks and services for Telecom Service Providers in addition to leading professional services for premium vendors.

Passionate by innovative environments in digital services, he is a result focused executive and a start-up master. Convinced that the combination of expertise and team spirit is critical in Operations and Services activities, he is a motivational leader who steers multi-disciplinary, multi-cultural and multi-site organizations through customer-oriented management. Thanks to his substantial experience in delivering and restructuring operations and support organizations, he creates fast value for customers, shareholders, and team members.

Persistence while having fun is his guideline, and if Astrocast can contribute to improving lives, then Marcel is here for good.