Laith Hamad
Director Market Access

Laith is a satellite regulatory engineer and is the Director of Market Access at OneWeb LLC.

Laith's area of specialization is the Middle East and Africa and he runs OneWeb engagement in the region. In his position, he works to support regulatory, commercial and competitive intelligence on telecommunications policies and processes for OneWeb. Laith also works closely with regulators to ensure compliance with local rules and regulations, as well as coordinating landing rights and licenses for OneWeb services.

Before devoting his work fulltime to OneWeb, Laith has worked as a consultant for major telecom players providing advice on global satellite, mobile and Internet regulatory issues, and facilitating co-ordination of agreements between clients and national telecommunications operators in the Middle East and Africa region.

Laith has contributed to the implementation of international agreements affecting satellite technology innovations and best practices in national regulatory processes in the region. He assisted clients to introduce and manage their services by conducting a complete market research, engaging with national governments to gain information on their practices, and influencing outcomes. He also drafted license applications and developed argumentation in support of network approvals.

Laith has participated in the ITU-R and ITU-T conferences and events, and he engaged in its practices internationally and in the region on the issues of the public policies related to satellite communications.

Laith has run a telecom and media industry group for four years - a private sector group charged with advising the UAE government on optimizing policy.