

ASTG Advanced Stabilized Technologies Group

Advanced Stabilized Technologies Group AB (ASTG)
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ASTG expands its global sales presence to North America and India

ASTG is further strengthening its global sales network and presence to India and North America through the signing of consultant agreements with Indian Army Veteran Major General Ramakrishnan, and former US Naval Officer, Nelson Santini.

In line with the strengthening of its sales strategy and market presence, ASTG has signed contracts with experienced Sales & Business Consultants based in India and North America. The agreements are performance based and linked to order intake.

General Ramakrishnan, will focus mainly on India, Sri Lanka and Bangladesh markets. The General is a military professional and a telecommunication pioneer with over 37 years of experience dedicated to innovation, conceptualization, and provision of communication and Information Technology services at Tactical, Operational, and Strategic levels as well as regular military exposures from the Indian Armed forces. He has also contributed to the preparation of policy papers dealing in Govt. regulations frameworks, writing tenders, RFP, EOI etc.

Nelson Santini will primarily focus on the US and Canada. Mr. Santini is a graduate of the US Naval Academy and a US Submarine Fleet veteran. He has over 25 years of successful leadership in corporate sales and operations roles, with a successful streak of entrepreneurial and start-up experiences. He is experienced in industries that include DoD and US Government, data centres, SatCom, telecommunications, oil and gas, IoT, and cyber as well as other fields.

“US is the largest market in the world and we see good opportunities arising in India for our portfolio, both in SatCom and in Inertial Sensing. Local presence is a critical component to market and position our products, and I am pleased to welcome General Ramakrishnan and Nelson Santini to our sales organization. They are both experienced solution-oriented sales executives with a strong military background and commercial industry exposure, enabling them to engage at the right level with our customers. This is a strong improvement in our global sales capabilities.”, says Henrik Asbjørn, Chief Sales Officer at ASTG.

About Advanced Stabilized Technologies Group AB

ASTG includes the wholly owned subsidiary AIMS AB & Satmission AB.

ASTG AB develops, manufactures and sells innovative 4-axes stabilizing VSAT antennas for maritime use. The company is also selling development projects based on C2SAT's antenna platform. AIMS AB develops and sells advanced inertial sensor units (IMUs) designed to measure movements in three dimensions. Satmission AB is a leading designer and manufacturer of mobile satellite communications systems for broadcasting.

The company's registered office is in Stockholm, Sweden.

The company is listed at Nordic SME stock exchange.

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For accuracy, please exclusively rely on the Swedish version. Should there be unintentional translation differences between the English and the Swedish press release, the Swedish version will take precedence.