

Key Responsibilities

- Analysed fleet developments, value trends, and position of aircraft in their production cycle.
- Assessed trade in the secondary market as well as the options for conversion and part-out
- Produced bi-monthly features about aircraft leasing, trading, and maintenance
- Interacted with Airline CEOs, lessors, OEM and MRO representatives to gather market intelligence

Key Achievements

- Rolls-Royce had not advertised for 10 years. Whilst researching on the performance and architecture of the Trent XWB, I helped negotiate a £30,000 advertising contract by leveraging on contacts at the OEM

Apr 2016 - Sep 2016

Ishka- Aviation Finance, London

Associate Analyst

Ishka provides services to lessors about optimising aircraft trading, understanding liquidity, portfolio composition and comprehend the market and financial instruments. As part of the advisory team, I analysed financial statements and compared airline key metrics to give advice to clients. The company's aim was to become the leader in this segment.

Key Responsibilities

- Analysed sale and leasebacks, ABS, EETC, and JOLCO transactions as part of advisory projects
- Assessed lessors' exposure to market and to fleet decisions made by operators
- Generated insight reports and analysed OEM orderbooks and aircraft marketability

Sep 2013 - Dec 2015

Cirium - Ascend, London

Aviation Analyst - Appraiser

Cirium offers analysis, values and opinions to lessors, banks, operators and OEMs. I was responsible for delivering desktop appraisals and future values to clients. My engagement involved work in regional, narrowbody and widebody aircraft. I was also involved in obtaining data points and talking to key players in the sector. The objective was to offer the best consulting product and up-to-date values to the market.

Key Responsibilities

- Presented appraisals and market commentaries for all commercial aircraft types.
- Represented the company at ISTAT conferences and events in the annual calendar.
- Worked in a cross-functional team, reporting at different levels within the organisation.
- Presented findings to clients and explain complex concepts in simple terms

Key Achievements

- I analysed the return conditions and reserves on a lease of four ERJs between Embraer and a Jersey Based SPV. The discrepancies led to a lease review that was challenged by the SPV and was used in Court. My work generated a new line of business with Embraer and the claims division. A new client base was incorporated.

Education

- **MSc in Air Transport Management** | Cranfield University
- **MSc in International Business** | Aston University
- **BEng. Industrial Engineering** | UTP

Additional

Languages

English, Spanish

Awards

- Centennial Scholarship Royal Aeronautical Society - Advance research in Cabin Space Allocation.
- Chevening Scholarship British Council - Granted for Academic and Professional Achievements.

References (other available under request)

Mr Patrick Leopold

SVP Trading Engine Leasing

SMBC Amsterdam

Tel: +(31) 621 909287

email: info@smbc.aero

Mr Sylvain Gloux

Fleet Director

Loganair

Tel+(44)7500553543

sylvain@e-gloux.com