**Matthias Gramolla: Head of Airbus & Airbus Group Procurement Strategy and Services • Airbus**

Mr. Matthias Gramolla heads a combined governance function for Procurement Strategy and Services for Airbus and for Airbus Group. He is responsible for development and implementation of consistent and comprehensive Procurement strategies, processes and tools. With a focus on Governance, Procurement Performance Management, Procurement Competence Management, Procurement Processes and Tools, Procurement Contracting, and Global Sourcing, he drives transversal initiatives across Airbus Commodities and Airbus Group Divisions. He held Procurement Management positions at EADS for Procurement Strategy and at Airbus for implementation of e-Procurement. Before that, he held senior management positions in the Merger Integrations at Airbus and for DaimlerChrysler, building on several years in Corporate Strategy and Development functions at DASA and Daimler. Mr. Gramolla started his career in Satellite Development for Dornier. He studied Business Administration at the University of California at Berkeley and Aeronautical Engineering at the University of Stuttgart in Germany.

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**Robert Martin: Managing Director & Chief Executive Officer • BOC Aviation**

Mr. Robert Martin has 28 years of experience in the aircraft finance and leasing business. He joined BOC Aviation in 1998 and has led the organisation through a successful expansion programme which has seen it emerge as a consistently profitable and leading player in the global aircraft leasing business. Under his leadership, the company has been accorded investment grade corporate credit ratings of A- from Fitch and A- from Standard and Poor’s. Mr. Martin is now one of the longest serving CEOs of the same company in the aircraft leasing industry. He began his career in aircraft financing in London with Bank of America in 1987. He subsequently held senior positions in both London and Singapore with The Long-Term Credit Bank of Japan, Ltd. before moving to HSBC Investment Bank in Hong Kong where he held the position of Aircraft Finance Director. In addition to his role as Managing Director & Chief Executive Officer, Mr. Martin holds a seat on the Board. Mr. Martin holds a Master’s Degree in Business Administration with Distinction from the London Business School and a First Class Engineering degree from Cambridge University, where he was elected to the Sir Henry Royce scholarship.

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**Robert Thomson: Partner • Roland Berger Strategy Consultants**

Mr. Robert Thomson is a Partner in Roland Berger's Aerospace & Defense competence center based in London. He has extensive consulting experience, encompassing strategy, M&A and operational improvement assignments for leading airlines, aerospace companies and governments in the United Kingdom, Europe, Asia and the United States. Prior to joining Roland Berger, Mr. Thomson worked as an investment analyst in the City of London and an engineer at Rolls-Royce. He holds a Master's Degree in Business Administration with Distinction from the London Business School and a First Class Engineering degree from Cambridge University, where he was elected to the Sir Henry Royce scholarship.

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**Charles Armitage: Head of European Aerospace & Defense Equity Research • UBS**

Mr. Charles Armitage is the Head of European Aerospace & Defense Equity Research for UBS, which serves private, institutional and corporate clients worldwide, as well as retail clients in Switzerland. Before joining UBS, Mr. Armitage was a London-based member of the Charles River Associates’ Aerospace & Defense Practice. Prior to joining Charles River Associates, he was a senior director with Merrill Lynch and head of their European Aerospace & Defense equity research team. In this role, he analyzed the sector for investors with specific focus on BAE Systems, Cobham, EADS, Finmeccanica, Meggitt, QinetiQ, Rolls-Royce, Smiths, Thales, Ultra, and VT Group. Before that, he was an equity analyst with Putnam Investments. Mr. Armitage is a Rolls-Royce-trained engineer, and his key areas of expertise are enterprise valuation, financial forecasting, sector dynamics, and sensitivity and scenario analysis. He holds a Bachelor’s Degree in Mechanical Engineering from Bristol University.
**James R. Billing: Managing Director, Airline Market Analysis • Boeing Commercial Airplanes**

Mr. James R. Billing is the leader of Boeing Commercial Airplanes’ Airline Market Analysis Group. His team is responsible for providing Boeing’s market outlook for the future of air transportation and the demand for commercial jet airplanes. The Market Analysis team consists of experts from a variety of fields including economics, airline strategy, network development, fleet planning, air cargo, aviation infrastructure, product development, and aftermarket services. Each year, Market Analysis publishes Boeing’s “Current Market Outlook”, a forecast of the future of air transportation developments, including an assessment of key industry trends, traffic growth, fleet development, and airplane delivery requirements. The group also prepares the biennial Boeing “World Air Cargo Forecast” which focuses on the future of the air cargo industry, provides a forecast of air cargo growth and the freighter fleet. Market Analysis is also responsible for assessing the current air transportation business environment and near-term airplane and services requirements in support of Boeing’s business planning process. During his career at Boeing, Mr. Billing has also worked in product development, airplane financing, sales support and special projects.

**Andrew Gordon: Director, Strategic Marketing & Analysis • Airbus**

Mr. Andrew Gordon moved to Airbus’ headquarters in Toulouse in 2001 and today is the Director of Strategic Marketing and Analysis. As part of this role, Mr. Gordon is responsible for facilitating the production of the Airbus Global Market Forecast, which details future demand for all civil aircraft of 50 seats or more. Prior to this appointment he worked for British Aerospace Airbus as part of the Forecasting & Market Evaluation Team, where he was involved in providing analysis for many of the market and product-related decisions including the A380 project. In 2001, at the creation of Airbus as a single entity, Mr. Gordon moved to Toulouse to work directly for Airbus in the Market Forecasting & Research Group, now part of the Strategy and Co-operation team. Mr. Gordon began his career with BAE/Airbus in 1991 and prior to that he worked for one of United Kingdom’s largest banks. He has a Master's Degree in Marketing from the University of the West of England.

**Stephen Burnside: Market Forecasting Manager, Civil Large Engines • Rolls-Royce**

Mr. Stephen Burnside is responsible for Rolls-Royce’s civil large engines’ Market Forecast. He has a breadth of experience in market analysis, business development and strategic planning in the rotorcraft and fixed wing sectors. Mr. Burnside has worked for various Aerospace OEMs covering civil, defence and para-public markets. He obtained his Bachelor’s Degree (Hons) in Economics and European Politics from Manchester Metropolitan University and a Corporate Masters in Business Engineering from Finmeccanica Group.

**Steven Guo: Vice President, Aviation • DVB Bank**

Mr. Steven Guo is a Vice President of DVB’ Bank’s Aviation Division based in London, where his main responsibilities include analyzing aviation markets and aviation assets (aircraft and engines) and in-depth analysis and evaluation of transactions. Prior to joining DVB, he worked as a Relationship Manager at Global Transportation Group at the headquarters of Fortis Bank (now ABN AMRO) in Rotterdam, where he executed several structured debt and equity transactions for several shipping and aviation clients in Europe and Asia. In 2006, during his work at the bank’s New York branch, he participated in one of the largest offshore oil platform acquisition transactions at the time. Mr. Guo began his career at the investment consultancy group of Ernst & Young in Holland. He graduated from Erasmus University, and completed exchange program at Cambridge University. He also holds a Masters degree of Economy and Finance from Rotterdam School of Management. Mr. Guo has also received extensive professional training and education through courses like the New York School of Aviation Finance and fleet planning course with Boeing in Seattle, WA.
Mr. Alexandre Lang worked in sales management and business development positions for the UK-based, parts-trading Flightspares Group and then for Goodrich Aerospace (Avionics and Aerostructures divisions) until 2001. Mr. Lang joined Messier-Dowty (SAFRAN Group, Landing Gear OEM), as Customer Support Director for Central Europe and the Middle East where he spent five years developing innovative business solutions and supporting key customers’ products and services requests. In 2006, he joined Hispano-Suiza (SAFRAN Group, Engine Power Transmission and Control OEM) as Contract and Sales Deputy Director for three years. He moved to Snecma (SAFRAN Group, aircraft engine manufacturer) in February 2009 where he first managed the TRUEngine program as Marketing Product Director and helped launch new projects before finally heading the Civil Aviation Market Studies and Research organization of the Commercial Engine Strategy division. He holds several diplomas in international trading and management, attended Boston College as an MBA exchange student and graduated from the EM Strasbourg Business School in 1997.

Alexandre Lang: General Manager, Market Studies & Research, Civil Aviation • SAFRAN Snecma

Ms. Sandrine Lacorre is a graduate from ENSMA (Ecole Nationale Supérieure de Mécanique et d’Aérotechnique) and from RMIT (Royal Melbourne Institute of Technology). She joined SNECMA in 2001 (Engineering Research & Technology Department) as an Aerodynamic Engineer, designing high pressure compressor blades. In 2006, she then moved to the CFM Sales Engineering, working on sales campaigns for either Airbus A320 or Boeing 737. In 2011, she joined the CFM marketing team and is now LEAP Product Marketing Director.

Sandrine Lacorre: LEAP Product Marketing Director • CFM International

Dr. Marc Le Dilosquer is Director, Market Analysis at MTU Aero Engines in Munich where he leads a team of market analysts, monitoring civil, military and industry gas turbine engine markets and developing delivery, spare parts and MRO forecasts for MTU’s strategic planning and business development. The focus is on the commercial market, including large commercial aircraft, business jets and regional aviation, market segments behind MTU’s organic growth strategy. He started his career as an aircraft performance engineer at Rolls-Royce in Derby responsible for the performance and operating economic analysis of Boeing 747/767 variants and their envisaged derivatives. Prior to joining MTU, he held the position of Product Marketing Manager, High Wing Aircraft, at Fairchild Dornier in Germany. He holds an Aerospace Engineering Degree from ENSICA in Toulouse, as well as a Master’s of Science and PhD in Thermal Power from Cranfield University.

Dr. Marc Le Dilosquer: Director, Market Analysis • MTU Aero Engines

Mr. Paul Finklestein leads the Marketing team for Pratt & Whitney’s Commercial Engines division. He has marketing responsibility for all Pratt & Whitney products and services worldwide. He joined Pratt & Whitney in 1979 and has held numerous positions in engineering, program management and customer service organizations. Prior to leading the marketing activity, he was the Program Manager for the PW4000 engine family, and then most recently the Regional Director of Customer Service in the Asia Pacific region. Mr. Finklestein holds a Bachelor’s Degree in Mechanical Engineering from Boston University, a Master’s Degree in Engineering from Rensselaer Polytechnic Institute and a Master’s Degree in Business Administration from the University of Connecticut.

Paul Finklestein: Vice President, Product Marketing • Pratt & Whitney

Ms. Sandrine Lacorre is a graduate from ENSMA (Ecole Nationale Supérieure de Mécanique et d’Aérotechnique) and from RMIT (Royal Melbourne Institute of Technology). She joined SNECMA in 2001 (Engineering Research & Technology Department) as an Aerodynamic Engineer, designing high pressure compressor blades. In 2006, she then moved to the CFM Sales Engineering, working on sales campaigns for either Airbus A320 or Boeing 737. In 2011, she joined the CFM marketing team and is now LEAP Product Marketing Director.

Sandrine Lacorre: LEAP Product Marketing Director • CFM International
Dr. Kevin Michaels: Vice President, Aerospace & MRO • ICF International

Dr. Kevin Michaels is a Vice President with ICF International’s Aerospace & MRO consulting practice. He has 29 years of aviation experience, including hundreds of consulting engagements for leading aviation and aerospace companies across the globe. Dr. Michaels is a globally recognized expert in the aerospace manufacturing and MRO sectors, and also has significant expertise in business-to-business marketing, customer satisfaction, M&A advisory, technology assessment, and strategic planning. His experience spans all major market segments, including air transport, business & general aviation, and military. Dr. Michaels was a co-founder and partner with AeroStrategy from 2001-2011, until its acquisition by ICF. Previously, Dr. Michaels was Director - Strategic Development with Rockwell Collins Government Systems, and Principal with The Canaan Group, an aerospace consultancy. He began his career as a senior project engineer with Williams International, a leading gas turbine OEM. Dr. Michaels holds BS - Aerospace Engineering and MBA degrees from the University of Michigan, and MSc and PhD degrees in International Relations from the London School of Economics.

Klaus Mueller: Principal • KMue Consult

Mr. Klaus Mueller has about 27 years of experience as a senior executive in multimillion dollar aerospace firms and actively managing several multimillion projects during his tenure. Most recently, he was Senior Vice President of Corporate Development at MTU Aero Engines, where he developed the strategy and headed all M&A activities of the corporate group. In his role, he was also responsible for business development in China and the Market Intelligence Group. For nearly 6 years, he steered the long-term vision of MTU and developed the group to its excellent position in the aero engine market. During this assignment, MTU grew from €2.5b to €3.7b revenue and signed agreements for many new programs of the next generation of jet engines with estimated sales of more than €50b during their program life. Prior to joining MTU, he headed the Market Intelligence Group at Lufthansa Technik (LHT). Mr. Mueller also served in the Business Development, Marketing, and Strategy functions. During his 20 years with LHT, he led vital projects throughout a period where LHT sales increased from €1.5b to €3.9b. Mr. Mueller is an expert in both the OEM and MRO sectors of aerospace, and has deep functional expertise in marketing, strategy, technology and innovations. Mr. Mueller holds a Master of Business and Mechanical Engineering from TU Darmstadt.

Richard Goodhead: Vice President, Customer Strategy & Marketing • Rolls-Royce

Mr. Goodhead joined Rolls-Royce in 1990 as a sponsored undergraduate, undergoing an intensive year’s training in Derby before completing an Engineering degree at Cambridge University. After graduating, he worked in several engineering positions on the Tay and Trent Programmes, before spending several years in Rolls-Royce’s Aircraft Performance department. After taking this technical experience into Product Marketing for several years, he was seconded in 2002 to Seattle where he was responsible for managing all of Rolls-Royce’s Sales & Marketing activities onsite with Boeing, being integrally involved in Boeing’s decision to select the Trent 1000 as launch engine for the 787. Upon returning to Derby in 2005, he became Head of Marketing for all civil Boeing programs. Mr. Goodhead then moved into a more strategic position adopting a senior role within Rolls-Royce’s Civil Future Programmes team, principally responsible for setting long-term strategic direction for future products. He successfully obtained his MBA in 2010 before running Rolls-Royce’s Market Assessment team providing strategic understanding to lead key decision making and strategy setting. In 2012, he was asked to restructure the customer-facing Marketing team which he now runs.

Jerrold T. Lundquist: Managing Director • The Lundquist Group

Mr. Jerrold T. Lundquist is Managing Director of The Lundquist Group which provides strategic advisory services to senior management, private equity and other investors focused on the aerospace, defense, high tech and airline industries. He is also a Director Emeritus of McKinsey & Company, Inc. Over a thirty year career, he headed the Global Aerospace and Defense Practice and oversaw the Firm’s service to leading aerospace and defense companies worldwide. During 1985 to 1986, Mr. Lundquist served a White House Fellowship as Special Assistant to the Secretary of Transportation, focusing on aviation and transport issues for the Department and the White House. Prior to joining McKinsey, Mr. Lundquist was a Vice President of Emery Air Freight Corporation with overall responsibilities for Planning, Pricing, and Worldwide Facilities. He has served on the immediate staffs of the Secretary of the Air Force and the Chief of Staff of the Air Force, and in several staff roles on Capitol Hill. He is a Distinguished Graduate of the United States Air Force Academy and holds an M.A. in International Affairs from The Fletcher School of Law and Diplomacy and a Master’s in Public Policy from the School of Government of Harvard University.
Joost van der Heijden: Head of Marketing, Asia • Airbus

After graduating from Delft University of Technology in The Netherlands with an MSc in Aerospace Engineering in 1998, Mr. van der Heijden worked at the same university on commercial projects in the fields of aircraft performance, noise and emissions. His responsibilities included project acquisition, contract proposals and negotiations, engineering work and project management. In this role, he worked on projects for a wide variety of customers, including Amsterdam Airport Schiphol, the Dutch Ministries of Transport and the environment, and Airbus. In 1999, Mr. van der Heijden moved to Toulouse to join Airbus as a Marketing Analyst. In 2005, he took on the role of Airline Marketing Director for Asia, responsible for overseeing and coordinating the Airbus marketing activity with Asian airlines. Today, he is Head of Marketing for the Asia region stretching from India to Japan, where he has a dual role as manager of the overall Airbus marketing activity with airlines in this broad region, combined with an operational role working with authorities, banks, and governmental groups in this region, as well as representing Airbus at conferences, seminars and media events. In addition, he is Deputy Head of Marketing at Airbus.

Bertrand Pabon: Head of Market Strategy • Avions De Transport Regional (ATR)

Mr. Bertrand Pabon has been involved in airline business since 1999 when he joined Air France in long term network and fleet planning department. Involved in long haul fleet renewing process, alliances and partnerships assessment from a network point of view, he then joined operational activities at Charles de Gaulle airport where he held various management positions leading restructuring projects to reduce costs. Mr. Pabon joined ATR in 2011. His areas of responsibility are market analysis, leasing and investor marketing, business and market intelligence and product development. He holds a Master’s degree in Aerospace Engineering from Cranfield University and ISAE Engineering School as well as in Air Transport Economics from Toulouse School of Economics.

Tadashi Mabee: Regional Director, Product Marketing • Boeing Commercial Airplanes

As Regional Director of Product Marketing, Mr. Tadashi Mabee is responsible for presenting the value of Boeing products and services to airlines, leasing companies, media and other constituents. He also provides customer perspective to Boeing product development activities and direction for Boeing marketing strategies. Mr. Mabee started his career with Boeing in 1994 as an Aerodynamics Engineer, and through the years has gained broad experience at three aircraft manufacturers in a variety of roles in airplane performance, product development, airline analysis, sales, contracts and marketing. He received a Master's Degree in Interdisciplinary Engineering and Bachelor’s Degree in Aeronautical Engineering from the University of Washington. His graduate studies included an internship in the space division of Mitsubishi Heavy Industries in Japan.

Ross Mitchell: Vice President, Business Acquisition • Bombardier

Mr. Ross Mitchell is Vice President, Business Acquisition for Bombardier, a role which encompasses Marketing, Deal Management, Sales Operations, Communications, Asset Management and Strategy for Commercial Aircraft. He joined Bombardier in 1998 in the Contracts Department of Regional Aircraft. In 2000, he transferred to Sales in the International region, working in Europe, Africa and the Middle East over the next ten years. In 2010, Mr. Mitchell moved to Bombardier Business Aircraft taking a role in the European Sales team and working in the Strategic Accounts Group. In 2014, he was tasked with running the European region for Bombardier Commercial Aircraft as Regional Vice President, European Sales. Prior to joining Bombardier, Mr. Mitchell practiced law at McMillan Binch. He holds a Bachelor’s Degree in Economics from McMaster University and a Juris Doctor from the University of Toronto. Mr. Mitchell is also a member in good standing of the Law Society of Upper Canada.
Richard Apps: Director • Counterpoint Market Intelligence

Mr. Richard Apps joined with George Burton to launch Counterpoint Market Intelligence Ltd., an aerospace market research and strategic planning consultancy. Mr. Apps started his aerospace career in production management at Marconi Avionics (now part of BAE Systems). He joined Westland Group in 1991 and stayed on with GKN after it acquired Westland in 1994. He worked on strategic planning, business development and the evaluation of acquisitions and managed GKN’s industrial offset commitments in Kuwait. Mr. Apps holds a Master’s Degree in Business Administration from Manchester Business School and an Engineering Degree from Cambridge University.

Yoshihisa Kumagai: President, Europe • Mitsubishi Aircraft Corporation

Mr. Yoshihisa Kumagai is President of Mitsubishi Aircraft Corporation (MITAC) Europe B.V., responsible for sales and marketing activities in Europe, in the Middle East and in African (EMEA) markets. Mr. Kumagai joined the MRJ program in 2008. Before appointment to his current position, he was assigned to the Sales and Marketing Department at the MITAC head office, where he was responsible for the European region. Prior to joining MITAC, Mr. Kumagai was with Japan Air System, in charge of aircraft performance and evaluation. Mr. Kumagai has been in the aviation business for nearly 25 years. He graduated from Osaka Prefecture University with Bachelor’s degree in Aerospace Engineering in 1993.

Rodrigo Silva e Souza: Vice President, Marketing • Embraer

Mr. Rodrigo Silva e Souza is the Vice President of Marketing at Embraer Commercial Aviation, responsible for new product development, sales engineering market forecast and strategic planning. He has been working at Embraer for 18 years. He started as a product development engineer working on the design of the brake and hydraulic systems of the ERJ145LR and the Embraer Super Tucano. Mr. Souza later moved to market intelligence department where he first worked as a Sales Engineer. As Director of Product Strategy he led the marketing activities during the early development stages of the E-Jets and more recently during the advanced design of the E-Jets E2. Mr. Souza holds a Bachelor’s degree in Mechanical Engineering and an MBA in Marketing.

Chris Tarry: CEO • CTAIRA

Mr. Chris Tarry founded CTAIRA in 2002 to provide research and consulting services on transport and aviation industries in business planning and strategic development, industry and market forecasting, and performance measurement and evaluation. He is an advisor to British government departments and Parliament on aviation issues. Mr. Tarry is currently a member of the UK CAA’s advisory group in respect to the charging regime for the UK’s regulated airports. In 1984 Mr. Tarry became engineering analyst, focusing on aviation. He was soon voted the UK’s leading aerospace analyst when the FTSE had a separate aerospace grouping. Mr. Tarry then switched his focus to transport and airlines. During this period, he regularly ranked as one of the top three European transport analysts. He also led a number of major international share issues. Mr. Tarry holds undergraduate and postgraduate degrees in Economics. He is a Fellow of the Royal Aeronautical Society, a member of the Chartered Institute of Logistics and Transport, a member of the Securities Institute, and a Freeman of the Guild of Air Pilots and Air Navigators.

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Mr. David Stewart heads ICF International’s Aerospace and MRO practice globally and is based in the London office. He has over 32 years of experience in aviation, and has led assignments with leading aerospace manufacturers, service suppliers, and airlines in Europe, North America, the Middle East, Asia Pacific and Africa, developing significant experience in the aerospace, airline, aircraft equipment, and maintenance sectors. He is a recognized expert in the aerospace and maintenance, repair, and overhaul (MRO) markets, as well as in low-cost airline operations and airline fleet planning. The majority of his project experience has focused on strategy development, market analysis, and transaction (due diligence) support. Most recently, he co-founded and built AeroStrategy into a leading aerospace-focused advisory firm. Prior to this, Mr. Stewart was a partner in Mercer Management Consulting’s Aviation Practice and a principal with The Canaan Group. He began his career with BAE Systems Commercial Aircraft Marketing in 1982. He is a guest lecturer at the Cranfield School of Air Transport Management, and is a frequent speaker at leading conferences around the globe.

Mr. David Brigante is Senior Vice President of Procurement for Avions de Transport Regional (ATR), in charge of supplier contract negotiations and reporting to ATR’s Chief Executive Officer. He also sits on the Executive Committee. Previously, Mr. Brigante was Senior Vice President Customer Support and Services, responsible for the logistics support of all military programs in Alenia Aermacchi. During his career, he has held a number of successive positions within Alenia Aermacchi. Mr. Brigante joined Alenia in 1988, and up to 2008 he had covered responsibilities from contract management to sales activities within the commercial field for aerostructures. From 2008 to 2010 he held the position of Senior Vice President Industrial Control and Planning. Between 2009 and 2010 he was also in charge of the Commercial Programs of Alenia. Mr. Brigante holds a degree in Business Administration from the Federico II University in Naples, Italy.

Mr. Thomas Melzer spent 30 years in the aerospace world and held numerous positions that include helicopter pilot and technical officer in the German Air Force material command, head of political affairs in the German Aerospace Industries Association, as well as program management for transportation research activities in the German Aerospace Research Center. In 2004 he joined Liebherr-Aerospace in Lindenberg as a Program Manager for major systems the company is supplying to Airbus for different platforms, before he was appointed Director Strategy Support at Liebherr-Aerospace Headquarters in Toulouse to support, amongst others, the company’s marketing and sales activities. Mr. Melzer holds a Master Degree in Aerospace Engineering from the University of the German Armed Forces in Munich.

Ronald J. Epstein joined Merrill Lynch in 2001 as an industry analyst in the Aerospace and Defense sector. He is currently a Managing Director at the firm and is the senior Aerospace and Defense Analyst for the Americas. He actively covers companies in the U.S., Canada and Brazil. In 2012 he was ranked as the number 1 analyst covering the sector by the Greenwich Associates’ U.S. Equity Survey. From 2008-2011 he placed among the top three analysts covering the sector as selected by Greenwich. In 2011 and 2012 he ranked second for his coverage of A&D in Institutional Investor Magazine’s All-America Research Team. In 2009 and 2010 he ranked third, and in 2008 he was identified as a “Best Up-and-Comer” by Institutional Investor. He placed second in the 2005 Institutional Investor Latin America Research team survey for his coverage of the Latin America Aerospace and Transport sector. In 2010 he placed first and in 2011 and 2012 he placed second for his co-coverage of the Latin American Industrial and Aerospace Sector. Prior to Merrill Lynch, he was a research scientist working in the Applied Aerodynamics Technology Group at the Boeing Phantom Works. During that time, he was also an adjunct faculty member in the Department of Mechanical Engineering at Washington University in St. Louis. He completed his MBA with honors from the Wharton School at the University of Pennsylvania. He also holds a Ph.D. in Mechanical Engineering from Duke University and a BA with highest honors from Skidmore College.