

Curriculum Vitae

Name
Address 1
Address 2
Contact number:
Email:

PROFESSIONAL PROFILE

A proven track record of leadership with a talent for transformation strategy from concept through to implementation, by building effective robust teams. Having amassed 35 years' experience in a variety of key roles within the aviation MRO sector I have considerable industry experience.

I am results orientated and have created significant bottom line growth. With a collegiate, energetic and a motivational style, possessing analytical, financial, technical and mentoring skills, I am focused on continuous improvement for people and processes. I have a reputation for getting things done.

EDUCATION & QUALIFICATIONS

- | | |
|-------------|--|
| 2010 | Irish Management Institute
Diploma Executive Coaching |
| 1997 | UCD Smurfit Business School
Masters Business Studies – International Marketing – 1 st |
| 1995 | Irish Management Institute
BA Management – 2.1 Hons |

PROFESSIONAL EXPERIENCE

Airlight Aerospace UK

2014 – present

Airlight Aerospace is a rotary aircraft and engine maintenance repair organisation which provides services on military helicopters. It also provides MRO services for commercial helicopters such as AH Super Puma, Sikorski S76 /S 92 and small jet engines such as PW300 and ALF507. As this company continues its transition from a military focussed organisation to a commercial one, a robust supply chain was required.

Head of Supply Chain & Facilities Maintenance

Key Responsibilities

- Set up and implement a commercially focused supply chain organisation. This required development of all the basic functions, such as Vendor Management, Procurement, and Supplier performance monitoring Commercial Buying, and a centralised Logistics and Shipping function.
- The main focus for year one was supplier consolidation, staff integration and spend management. The objective is to achieve one functioning and focussed supply chain. I was also tasked with

identifying in detail the SG&A indirect spend of £29M and work on its reduction for 2015 by 10%. This has been achieved.

Key Achievements

- Restructuring the organisation and achieving a 15% reduction in staff.
- Set up new supply lines for 2 different aircraft
- Reduction of over £ 2M in overhead costs by negotiating new and more favourable contracts and terms.
- Produced a presentation on each SG&A spend items and developed plans for cost reduction.
- Re-defined the relationship with a key supplier by re-negotiating the HMF agreement (ALF502/507)
- Hired the right staff for the new businesses being developed.

Airlight Aerospace 2012- 2014

Asset Manager (Start up of New Lease Company for Super Puma helicopters)

Key Responsibilities

- I was a key contributor during the start-up of a new leasing division of AirCat Helicopters through their newly acquired MRO Airlight. Aircat Helicopters had acquired 11 used helicopters from a leaser and planned to lease them to first time operators i.e. compete with the Russian Mil machines. Nine aircraft were to be leased and two aircraft were to be cannibalised for their components which would be used to support the leased aircraft through Power-by-the-Hour agreements.
- My task was to set up the control organisation for these aircraft to provide technical support, logistics support, and to engage Parts technical services and a CAMO to manage the fleet. I travelled extensively to achieve this, e.g. South Africa, Canada, Australia, USA, Peru, France, UK.

Key Achievements

- Recovered over 400 units from the donor aircraft and ensured they became serviceable and ready to support the power by the hour agreements as tasked.
- Set up and maintained aircraft technical and engine records.
- Engaged and managed the CAMO and Parts organisation.
- Negotiated successful agreements to lease aircraft to high profile companies in Afghanistan and Australia
- Successfully recovered three aircraft from South America after significant difficulties and eventual default by a customer there.

KASE 2012

2011 –

KASE was based in Montreal, Canada. This company was a significant MRO with extensive capabilities on airframes, components and engines.

Consultant

Key Responsibilities

- They initially contacted me for assistance as they were struggling with WIP issues and had been building up massive surplus inventories. Their VP Supply Chain asked that I visit there and produce

a 'white paper' by way of a situational analysis. I ended up accepting a year-long assignment and completed a number of projects to address the issues.

Key Achievements

- I helped reduce the inventory of CAN\$12M by twenty-five per cent through better usage and profitable disposition of surplus stock.
- I set up a material sales and trading unit to dispose of surplus and leverage their volume discount
- A complete reorganisation of material planning and procurement through better IT usage.
- Restructured their operations business and assigned material P&L responsibility to Ops Managers.

Ireland Airspace Head of Commercial Services

2008 – 2011

Key Responsibilities

- I was a key member of a five-person team set up by the Chairman of Ireland Airspace which established a new aircraft and component maintenance business in Dublin
- My role involved setting up and growing the commercial organisation, a supply chain and the business development department. This was a very interesting challenge as we literally started with empty hangars and workshops. We were successful. After two years, the business had a turnover in excess of €15M. Today it thrives on turnover of over €40M

Key Achievements

- Developed and implemented new working arrangements for a low-cost MRO
- Negotiated and sign off on a successful contract with an aircraft manufacturer for overhaul of New Gen Landing Gears
- Negotiated and sign off with a major supplier on support for the New Gen APU business.
- Won contracts from Irish airlines for Heavy Maintenance on their A320 fleet
- Set up and staffed the commercial and business development sections
- Set up the Supply Chain and Stores Logistics functions
- Grew the revenue figure from zero to over €15M within the first 18 months of operation.

AB Technical Ireland Vice President Component Services

2004 – 2008

- In this role I led three key business divisions through a period of considerable change and growth.
- With a management team of six and a total team of over 300 persons, I achieved a turnover of over €50m per annum with an EBIT of 10%.
- My key organisational challenge was to formulate and implement a strategy to grow the APU and Landing Gear business by 50%.
- Success was achieved through implementation of Lean Manufacturing techniques which reduced our costs by 30% establishing a sustainable competitive advantage.
- Success was copper fastened by concluding long term business agreements with an aircraft manufacturer as a preferred supplier of landing gears services and by developing a relationship

with suppliers resulting in the installation of an upgraded APU Test Cell and specialist material supply chain agreement.

Key Achievements

- *Developed a business case to invest \$20m to introduce New Generation capability for the Irish entity.*
- *Procured Quantity 4 sets of New Gen B737 Landing Gears*
- *Procures Quantity a new Gen Test Cell for APU's and acquired spare 131-9B units*
- *Acquired all the necessary tooling/ training and equipment to successfully introduce New Gen capability on B737 Landing Gears as well as 131-9 and 331-350 APU's in Dublin.*

Ireland Airspace UK

2002 – 2004

Vice President Material Solutions

Key Responsibilities

- I was appointed by the CEO to lead a team of 600 people and was responsible for Component Workshops, Materials Services and Commercial Services culminating in the management of all rotatable assets. The number of assets was approximately 25,000 components which serviced a fleet of over 250 aircraft.
- My strategy was to maximise the usage of the rotatable asset pool as the company was being prepared for floatation or a trade sale. I eventually achieved an EBIT of 15% which contributed positively to the organisation and supported a successful trade sale to AB Technical (Switzerland) in 2004.

Ireland Airspace Ireland

1999 – 2002

Group Logistics Manager

- I was appointed to lead a group wide logistics organisation of 150 people who were tasked with operating technical stores, shipping and logistics function. Championing Lean techniques, my team was able to reduce component turnaround time by up to 30% which added considerably to the bottom-line results of the company.

Ireland Airspace Denmark

1998 – 1999

Manager of the Post Merger Integration

- In 1998 Ireland Airspace acquired a European company which had bases in Denmark, Sweden, Spain and the UK with many different work cultures.
- I successfully navigated every part of the organisation to ensure on-time implementation of the Post Merger Strategy objectives.

Air Dublin

1994 – 1998

Commercial Manager Base Maintenance

- I was responsible for ensuring that we delivered all aspects of the contract terms for the customers aircraft. I developed the Gantt chart detailing all critical paths and assigned the necessary manpower to the assigned work zones. Man- Hours spent and tasks accomplished were reported

daily to the customer. My team for this role included a broad mix of Engineers, Materials Coordinators, Workscope Schedulers and Shift managers.

Air Dublin

1979 – 1994

Fleet Maintenance Planning Manager

- I managed a number of customer fleets to ensure that aircraft maintenance requirements were optimised for their unique operational requirements whilst all regulatory and end-lease requirements were always accomplished. This involved interpretation of the Maintenance Planning documents and developing work cards for the Maintenance personnel. Thereafter maintain the aircraft technical records.
- As well as the Air Dublin fleet I also had responsibility for 2 national airlines on the African continent. I spent a lot of time visiting both countries.

KEY INTERESTS

- I like to play golf and I enjoy cycling.
- I am an avid motorcyclist.
- As I have travelled extensively, I also enjoy spending time with family.