

**Philippe Lecomte**

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## **Objective**

Seeking a position utilizing my 30 years of experience in the International business operations environment for high - growth companies. Extensive experience in the MRO and OEM's field.

## **Professional Experience**

### **Director Business Development (OEMServices Americas)**

January 2019-June 2019

- Create market transparency by continuous analysis of industry trends and identification of market potential of the North American Aerospace market.
- Build network and establish relationships with key players in the Aerospace industry.
- Form and drive strategic partnerships in the Aerospace ecosystem to advance the overall industry through standards, alliances and strategic programs.
- Support the sales and key account management colleagues in the identification of key sales opportunities and the operational sales process
- Participate to conferences and trade shows (MRO, HAI, ACPC).
- Update visit reports and KPI's to headquarter.

### **CEO (OEMServices Americas)**

January 2017- December 2018

- Lead operations and strategic direction with full responsibility for bottom line factors. Provide cross functional management; direct one Human Resources Manager, one Warehouse Manager, one Quality Lean Manager and general oversight of 80 employees.

### **Director of Business Development (Air Dallas Instruments)**

June 2016-December 2016

- Principal interface between the company and customers such as aircraft manufacturers (Airbus Helicopters, Socata aircrafts, Pilatus), helicopters operators, equipment manufacturers, brokers.

### **Director of Operations (Prime Industries)**

2004 – 2016: Peachtree City, GA

- Principal interface with International customers for Repairs & Overhaul and aftermarket.
- Manage a team of four for all repairs, warehousing, logistics and administration.
- Negotiate and implement contracts with repair stations.
- Responsible for all Logistics, Quality and Subcontracting matters.
- Increased repairs sales by 1 Million Dollars in 4 years.
- Quality auditor: perform annual audit visits to repair stations.
- Principal interface with Airbus Helicopters France and subsidiaries for all repairs, management matters and contract.
- Export control specialist, prepare and submit all export applications through D-Trade, Snap. Implemented Export compliance training for all employees.

#### **Inventory Control Specialist (World Airways)**

2002 – 2004: Peachtree City, GA

- Responsible for on board fly away kits.
- Coordinate stock replenishment.

#### **Assistant Station Manager (Air France)**

2000 – 2002: Atlanta, GA

- Responsible for the day to day operations.
- Implemented company quality requirements.

#### **Subcontracting Coordinator (Sextant Avionique Thales)**

1995 – 2000: Miami, FL

- Coordinator for all subcontracted repairs.
- Principal liaison with freight forwarders and U.S. Customs.
- Member of the task force to recover \$1 Million in back duty.

**Dual citizenship: American/French**

**Language: French Fluent**