

DAVID TAYLOR

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A high performing aviation professional with a foundation in Safety, and Operations developing into firmly established, highly successful, commercial acumen. The success of my commercial career has, in part, been a result of my exceptional abilities in forming and maintaining good stakeholder relationships. I have a proven track record in understanding and developing good business and I have excellent leadership skills both at organisational level and with UHNW individuals.

- Senior Leadership and Change Management - including coping mechanisms
- Extensive experience and understanding of regulated business and commercial balances
- Excellent Operations, and Safety background and strategist - experienced postholder
- Exceptional proven Commercial background
- Business acquisition and due diligence experience
- Systems and processes

Previous background and experience

Interim Management and Consultancy (Apr 20 - To Date)

- Analysis and Introduction of strategic direction
- Implantation of Strategy
- Revenue opportunity identification and generation during period of unprecedented market decline
- Increased Revenues and founded new business relationships for client(s)
- Streamlined and introduced improved working practice and efficiencies
- Development of individuals within the business, in line with the strategic direction

Flexjet Europe (Aug 2016 - Feb 2020)

As Commercial Vice President and later, regulatory Accountable Manager, I led the safe and successful growth of the company, whilst raising, maintaining and growing significant revenue, maintaining regulatory excellence, and, delivering profitability. I led the transformation of the business across all functions, moving the business, its people and culture, forward with energy to secure sustainability and growth.

Objectives Delivered

- **Increased revenue from £3m 2016, £6m 2017, to £9m 2019**
- **Managed increase of aircraft from 3 to 12, exceeding revenue targets, and delivered profitability**
- **Revenue generated from an incredibly competitive and crowded charter market**
- **Reduced operating costs of aircraft operations by 22%**
- **Found and built relationships with HNW/UHNW clients**

Pivotal Achievements

- Formed and mentored new management team and structure
- Maintained relationship with regulator (UK CAA) during unprecedented growth
- Drove cultural alignment for employees, with Italian, US, and UK colleagues
- Safely managed the introduction of new aircraft into the organisation
- Implemented a number of IT platforms for Safety, Compliance, Operations, Sales and Management (whilst empowering management team to drive it forward).
- Maintained stable and careful aircraft management
- Ironed out strengths and weaknesses
- Created even greater efficiency across the organisation in order to focus employees time and attention regulation, revenue, costs, and profit.

Roles included:

Commercial Vice President (Flexjet Europe)

Accountable Manager - Legally accountable for the Regulatory Safety and Compliance of the organisation

General Manager (MD Level)

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FlairJet Ltd (Sep 2009 - Aug 2016)

Formed the company in a very competitive environment, securing market share by focussing our attention on the commercial workings of Embraer products, becoming the de facto Embraer experts, and product leaders in Europe. It is in this period of my career that I identified my future trajectory and pursued it with exceptional passion and energy - still with me today.

Objectives Delivered

- Incredibly well respected, market leading Management System (Including Safety Management System) during tenure as Safety Manager, and later, Safety and Compliance Director.
- Worked with, and maintained relationships with UHNW individuals who bought into our business concept resulting in the management of several aircraft.
- Maintained stakeholder relationships
- Built Sales functions, and team, from scratch
- Formed Air Operators Certificate (AOC)
- Marketed the management team and company externally

Roles Included:

Compliance Monitoring Manager (postholder)
Safety Manager (postholder) (later becoming Safety and Compliance Director)
Director of Ground Operations
Line Training Captain

Other roles and organisations:

Zest Pro - supply of Aviation professionals (including management, Safety, Compliance and Operations)
Consultancy advising new start up organisations
Jet Options Ltd (Pilot, Operations, Safety)
Various other junior roles available on request

Training

Quality Assurance/Compliance monitoring - Management Systems
Fatigue Risk Management Systems (FRMS) - Air Operations/Safety Management
Effective Event Review - Safety Management
Pilot Training
Mentoring Programme under previous CEO
Crisis Media Training

Awards

Company Outstanding Professionalism Award (2019) – EBAA
Performance in Aviation Safety Award (Finalist 2015) - Baines Simmons

Education

UK CAA Commercial Pilot Licence
AS Level English, Media
GNVQ Media
9 GCSE's A-C

References

On Request

