

Mr Jean-Paul Boutibou  
Vice President, Sales, Middle East & Africa  
Bombardier Commercial Aircraft  
UAE

Jean-Paul Boutibou has a strong airline background having worked for four years with UTA French Airlines based in Paris (France) and has been at the edge of competition for 12 years as Airbus Industries Sales Director for the Middle-East and Africa.

Whilst at Airbus, he successfully directed sales campaigns in the UAE, Morocco, Iran, Bangladesh, Pakistan, Ethiopia, Djibouti and Syria, and was indirectly involved in many others by way of Aircraft Trade-outs.

Jean-Paul spent the last three years of his career with Airbus based in Dubai, heading the Airbus Sales and Marketing Regional Office.

He then took the interesting opportunity to create his own company in 2003. He founded Executive Aircraft Sales in 2009 and became Chief Technical Officer of Palma Capital, a DIFC regulated Investment bank, in 2011. Lastly, he opened a One Stop Shop of Emergency Equipment covering ATA chapters 25, 26, 32, 35, 52 which opened in UAE on December 2013 as an extension of Bigata France.

In April 2016, Jean-Paul joined Bombardier Commercial Aircraft as Vice President for Sales in Middle East and Africa, still based in Dubai.

Having graduated from INSEEC French Business School, Jean-Paul went on to earn his MBA degree from Fordham University NYC.

Jean-Paul is married, a father of a 22 year-old Son and a 19 year-old Daughter. He is Ski and Trail / Trek addicted, pleasure diver and a Rugby fan.