

Axel Gauthey

INTERNATIONAL SALES & BUSINESS DEVELOPMENT EXECUTIVE AEROSPACE – DEFENSE – SECURITY

Results-oriented, business focused Sales/Business Development Director with 25+ years experience in Defense & Security, Aerospace, Airport and Travel Retail multinational companies, leading closing of contracts of up to US\$ 3 Billion in scope.



EXPERIENCE

CAE | 2023 to date



Director International Strategic Campaigns | Paris, FR

Shaped the organization's strategy for addressing Flight Training Operations worldwide

- Develop a strategy to become a world leader in Flight Training Operations
- Secure buy-in from all concerned departments in the organization
- Build and entertain relationship with Aircraft OEM's trying to be their partner of choice
- Project management incl. transverse management (sourcing of aircraft, instructors, aircraft financing, supply chain, legal, consultants) for large scale Flight Training Operations projects
- Yearly development target in excess of 500M€ order intake

Lagardère Travel Retail | 2010 to 2023 | 13 years



EVP International Development & Senior Advisor to the CEO | Paris, FR

Led the team effort in obtaining the undisputable status of international organization while the sales turnover doubled in 10 years time from 2,3 to 5,5B€. Acquired i/ worldwide responsibilities, ii/ P&L accountability and iii/ top seniority.

- Development strategy & identification and qualification of development projects
- Build and entertain relationship with C-level within Airports and Airports Management Operators
- Management of the Business Development team & associated expenses
- Project management incl. transverse management (marketing, purchasing, finance, logistics, IT, legal, consultants)
- Yearly development target in excess of 300M€ additional turnover

Key achievements

- Opened businesses in 21 new countries worldwide from 2010 to date
- Major success includes the closing of a 10 years concession contract worth US\$ 3 Billion in scope in a new region (Middle East) and in a new country (UAE)

SKILLS HIGHLIGHTS

- Team Leader
- Strong decision maker
- Complex problem solver
- 'Hunter' & 'Farmer' abilities
- B2B, B2G and B2C expertise
- Negotiation and closing of one-off and concession-based contract types
- Tender, direct nego and M&A experience

+33 (0)6 74 97 55 50

axelgauthey@gmail.com

Paris - France

<https://www.linkedin.com/in/axel-gauthey-228b4215>

Developed the company's portfolio of clients and order intake above expectations. Acquired i/ solid sales & negotiation knowhow using field proven techniques and methodology, ii/ management skills and iii/ ability to cope with cultural diversity

Thales Training & Simulation | 2002 to 2010 | 8 years

Sales Director for Asia, Pacific, Middle East & Africa | FR & Malaysia

- Implementation of the commercial actions in the region (market approach strategy, coordination of support networks, and business development)
- Heterogeneous typology of clients including but not limited to Airlines, Armed Forces, Defence Ministries, and Training Organizations
- Management of a team made of 12 Export Sales Managers based in the UK, France, Australia, China, India and in the UAE
- Responsible for transforming complex bids to prospects (Airlines, Governmental bodies, Ministries) into contracts based on success rates and KPI
- Leading negotiations and monitoring the execution of some major contracts
- Responsible for the value of the order intake in the overall region (circa 150M€/year), the net margin generated, as well as the commercial expenditures for the full team

Key achievements

- Efficient reorganisation of the sales team
- Grew the order intake for the region by more than 15% YoY

Thales Communications | 1998 to 2002 | 4 years

Export Sales Manager for Europe, N. America, Taiwan & Israel | Paris, FR

- Identification of projects within the region and monitoring of the pipeline
- Directly accountable for some key accounts including major Defence groups such as Raytheon, General Dynamics, SPAR Aerospac, SAAB, IAA, Airbus ...
- In charge of preparing and submitting bids as well as negotiating contracts with a transverse management role (with technical, finance and legal departments)

Key achievements

- Extended the scope of my responsibilities from Western Europe to a much larger area following a series of strategic wins
- Major successes include the award for some avionics equipment on board Lockheed Martin's F-16 and C-130 platforms

Thales International | 1996 to 1998 | 2 years

Deputy Representative to the European Commission | Brussels, BE

- Coordination of Thales Divisions' efforts in lobbying at the EC
- Identification of EC programmes suitable for Thales concerned Divisions and supporting the preparation of the submission/application
- Participation to meetings with European Commissioners (essentially with DG for Transport & Energy and DG for Research & innovation)

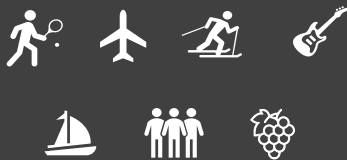
Key achievements

- Created a monitoring & tracking tool allowing an efficient and proper follow up of the various opportunities offered to the Group which opportunities were underrated
- Indirectly increased various Divisions' order intake with the EC

LANGUAGES

- French – C2
- English – C2
- Spanish – C1

HOBBIES



EDUCATION

Various Training Modules

Miller Heiman, ESCP & HEC

1998-2023

International Business School
Master's Degree



Ecole Supérieure du
Commerce Extérieur

1992-1996 | Paris, France