

# CHRISTOPHER ELLENDER

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## SUMMARY

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South Louisiana born and raised with a 20+ year extensive and diverse aviation background as a Louisiana Tech Aviation Alum to over 16 years and counting at Gulfstream Aerospace seeking a position on the Houma-Terrebone Airport Commission Board.

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## WORK EXPERIENCE

### GULFSTREAM AEROSPACE

JAN 2018 - PRESENT

#### Regional Sales Executive

- Responsible for key sales divisions and respected teams - Western USA Jan 2018 to May 2020 & Central USA June 2020 to Present.
- Sell product support services to Gulfstream operators to interpret financial data to assist company & customers in influencing sales, forecasting & meeting the company financial objectives both for Gulfstream & parent company General Dynamics.

NOV 2016 - DEC 2018

#### Senior Regional Sales Manager - Western Region (USA)

- Responsible for Gulfstream in-service fleet based out of Van Nuys & Burbank - California, Hawaii, Louisiana & Arkansas
- Primary focus with large fleet accounts (Clay Lacy, Avjet, Jet Aviation, Jet Edge, Trans-Exec)

OCT 2011 - NOV 2016

#### Senior Regional Sales Manager - Western EUROPE (United Kingdom)

- Responsible for Gulfstream in-service fleet based in Western Europe
- Looked after all facets of the account from delivery onwards to include maintenance sales, refurbishment and avionics upgrades, pre-buys, & aircraft ownership services
- Maintains ongoing communication with customers and serves as account manager to satisfy all customer requirements

### FIRSTFLIGHT MANAGEMENT

JAN 2011 - OCT 2011

#### Global Aircraft Sales & Acquisitions Manager

- Responsible for developing the aircraft sales & acquisitions of FirstFlight's business portfolio while specializing in the Gulfstream product line.
- Direct interface with FlightFlight's management aircraft owners providing aircraft valuations

### CHARLIE BRAVO AVIATION

JUNE 2009 - DEC 2010

#### Gulfstream Sales Specialist

- Specialized in the sales & acquisitions solely in the Gulfstream product line.

### GULFSTREAM AEROSPACE

JAN 2005 - MAY 2009

#### Sales Engineer

- Primary source of technical information during entire new aircraft sales process

### BRISTOW HELICOPTERS

JUNE 2003 - DEC 2004

#### Special Projects Coordinator

- Provided key support to International Division across all divisions.

## EDUCATION

MAY 2003

### Louisiana Tech University B.S. Aviation Management

- Magma Cum Laude
- Minor: Professional Aviation with Private Pilot License (PPL)

## SKILLS

- Gulfstream G550 Pilot Initial - Flight Safety International (2006)
- Private Pilot License: Airplane SEL (Single Engine Land) with FAA Medical: Class 1
- 6th Generation Sugar Cane Farmer (Ellender Farms)
- US Congressional Nominee (1999) - United States Naval Academy

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COUNCIL