

CorporateJetInvestor

CJI Quarterly

Q4 | 19

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MOHAMMED AL HUSARY AND BROTHER: CO-FOUNDERS, UAS INTERNATIONAL TRIP SUPPORT

⊕ **DISRUPTORS** HI-TECH HELP FOR BUSINESS AVIATION

⊕ **AMERICAS' TOP**

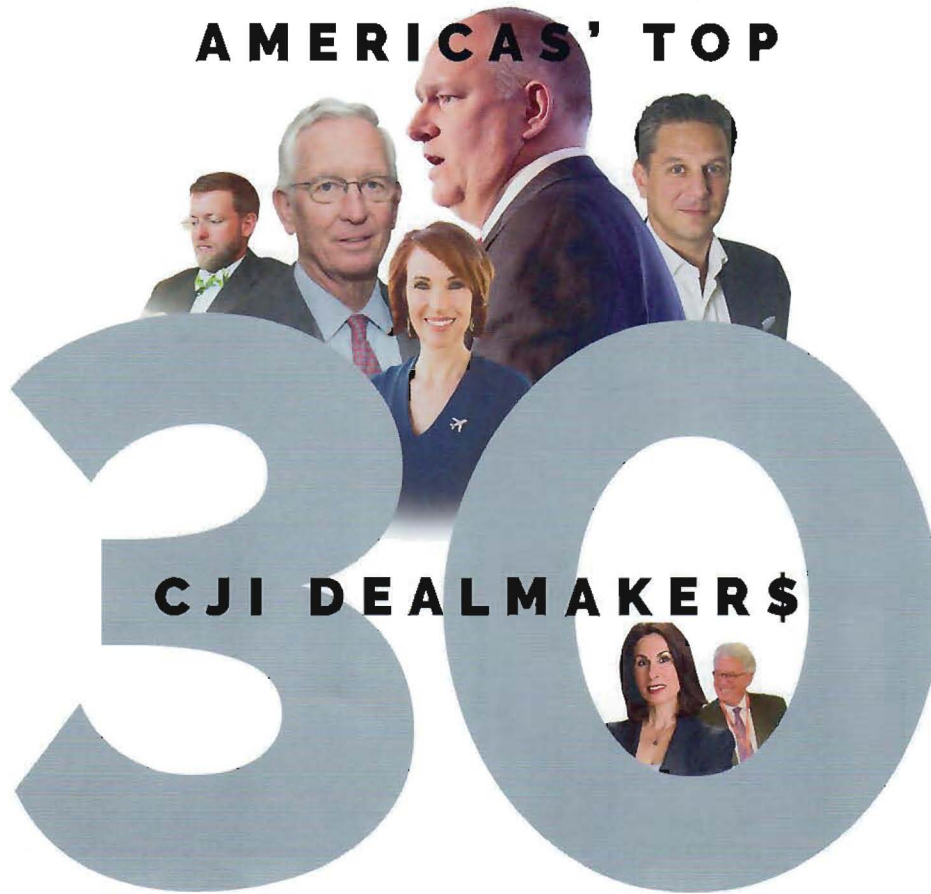
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CJI DEALMAKERS



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Textron CEO: Exclusive Interview

① **PARTING-OUT AIRCRAFT** Why breaking up is never easy **CJI SINGAPORE CONFERENCE** Meeting makes sense of turbulent times
GULFSTREAM G600 First look **GREEN FLYING** Making aviation sustainable **MILLENNIALS v BABY BOOMERS** Who matters most?



Part art, part science, closing successful deals in private aviation requires superior sales skills, tenacity and business insight. Here we profile some of the top aircraft dealmakers in the Americas.

WHEN people outside the industry picture private jet salespeople they might see champagne being knocked back with celebrities, earnest meetings on business jets flying across oceans and brokers nimbly jumping aboard superyachts to join the next party.

They do not see the late nights waiting for people to call (or being woken up at two in the morning), the fourth-degree sunburn after hours on the static display at Henderson Airport in Las Vegas during NBAA-BACE, or the heartbreak when a deal you are relying on falls down for any of many, many reasons.

Although the public perception is sometimes true, aircraft brokers and advisers will tell you that closing deals is getting harder and harder. Good aircraft advisers have the experience to know when to push deals through (and when to slow them down) and know the right people to call when there are tax, maintenance, finance or other issues.

Sadly, as with buying a house, buying an aircraft is not often a fun process. But good advisers can stop it from becoming a nightmare. This Dealmakers 30 list recognises the people based in the Americas who get transactions to close. Some of them specialise in advising buyers, some prefer selling; others are dealers who prefer buying aircraft and reselling them at a profit; many do both. All of the 30 were chosen after intensive research and surveys of more than 7,000 people.

It is hard to define a Dealmaker so we have been deliberately simplistic. We have not included salespeople at manufacturers or others such as bankers, lawyers and others who also have real transactional skills. These are all crucial to the industry but do not fit this list.

Several nominated people asked not to be included and, as with all lists, we are sure we have missed really worthy candidates (apologies if one of them should happen to be you).

We always welcome feedback and if you disagree with any of the choices please email Alud Davies at Alud@corporatejetinvestor.com



 **Janine Iannarelli**

Par Avion Ltd, President, Houston, Texas

Founded: 1997 | **Market focus:** Sale of pre-owned business jets

WITH MORE than 30 years of business aviation experience, Iannarelli started her career as an early employee of AMSTAT, working as an account executive. From here she moved to business aviation dealership Aerosmith where she served for 12 years – finally as vice president of sales – before founding Par Avion in 1997.

Outside of founding her own brokerage, she has also been appointed twice to the Texas Aerospace & Aviation Advisory Committee by Governor Perry.

As a self-professed people person, she believes the business jet market was the right market to get into.

“From day one, you start building relationships brick-by-brick and I was doing that from a very young age as soon as I left school. It was the perfect job for me.”

Iannarelli brings to the market a competitiveness that was harboured from a young age as an equestrian – where she competed at a national level.
