

Tejpaal Singh Sandhu

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Singaporean

PROFILE SUMMARY

Results-driven leader with over 17 years of proven success in the commercial aircraft aftermarket spares industry, specializing in sales, business transformation, and organizational growth across Asia Pacific and the Middle East. Adept at driving multi-million-dollar deals, scaling businesses globally, and fostering strategic partnerships with airlines, MROs, and OEMs. Passionate about creating impactful business solutions, expanding international market reach, and leading high-performing teams to deliver sustainable growth.

Seeking an executive leadership role to leverage entrepreneurial expertise and industry knowledge to shape strategic visions and drive operational excellence.

CORE COMPETENCIES

- Business Transformation
- Business Development
- International Market Expansion
- Team Management
- Scaling & Sustainable Growth
- Sales Strategy
- Project Management
- Entrepreneurship
- Leadership
- Marketing & Brand Positioning
- Negotiation
- Digital Marketing

PROFESSIONAL EXPERIENCE

Nihal Aero Capital — Singapore
Managing Director/Head of Business Development
03/2020 – Present

- Founded a startup specializing in airframe and engine components, engine trading, and leasing solutions for airlines and MROs.
- Initiated multi-million-dollar aircraft and engine sale-and-leaseback transactions across the region.
- Built strategic partnerships with key stakeholders to position the company as a trusted player in the aviation aftermarket industry.

Vas Aero Services — Singapore
Business Development Consultant (Contract)

11/2021 – 05/2022

- Opened 25+ new airline and MRO accounts across Asia Pacific and the Middle East within six months.
- Pioneered multi-million-dollar prospective deals for airframe and engine components, delivering tailored solutions to clients.

BSB Aviation — Singapore, UAE
Co-Founder, Head of Sales

08/2012 – 02/2020

- Expanded operations to four global offices (Sharjah, France, India, and Singapore), scaling the team from 3 to 20 members.
- Led marketing strategies, including digital campaigns, to engage over 100 airline and MRO clients worldwide.
- Directed sales, logistics, and finance operations, ensuring seamless support for customer requirements.
- Represented the company at major trade shows in Singapore, Dubai, China, Russia, and Europe, generating substantial brand visibility and client engagement.

Leki Aviation FZB Dubai — Dubai, UAE
Account Manager

12/2009 – 02/2012

- Established the company's Middle East office, achieving a 200% increase in revenue and customer base.
- Developed strong relationships with senior airline management to enhance supply chain solutions in the region.

Leki Aviation Pte Ltd — Singapore
Sales Executive

05/2008 – 12/2009

- Grew new business opportunities in India and the Middle East, achieving a significant increase in client acquisitions.
- Traveled extensively to establish a strong regional presence and maintain key customer relationships.

Singapore Armed Forces — Singapore
Combat Medic

12/2000 – 06/2003

- Led a team of medics to ensure the safety and welfare of over 800 soldiers in the battalion.
- Coordinated training schedules and ensured compliance with safety protocols.

Key Achievements

- **Revenue Growth:** Scaled a startup to generate \$10M+ in annual revenue, expanding operations to four international offices.
- **Sales Leadership:** Secured over 25 new airline and MRO accounts within six months as a Business Development Consultant, initiating multi-million-dollar projects in airframe and engine components.
- **Global Expansion:** Built a company from a 3-person operation to a 20-member global team, supporting over 100 customers in 30+ countries.
- **Market Penetration:** Increased regional revenues by 200% by establishing a Middle East office, hiring and training staff, and creating a 24/7 operational model.
- **Business Development:** Led negotiations for million multi-million-dollar aircraft and engine sales transactions with strategic partners across Asia Pacific and the Middle East.

EDUCATION

- **Diploma in Aircraft Leasing and Finance**
Law Society of Ireland, Dublin, Ireland — *05/2020*
 - **Bachelor of Science in Aerospace Engineering, Minor in Mathematics**
Embry-Riddle Aeronautical University, USA — *05/2007*
 - **Executive Education in Owners and Entrepreneurs Management Programme**
IE Business School, Madrid, Spain — *02/2015*
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