



**Claudia Camejo Otero**

Mobile: +34(0) 687812405; [claudiacamejo@yahoo.com](mailto:claudiacamejo@yahoo.com); Date of birth: 08.12.1971, Nationality: Spanish. Strengths: More than twenty five years of Sales experience and twenty-five years at Aviation Industry both civil and military. Experienced in international sales and BD. Professional with an entrepreneurial character, have a proven track record, developing solutions to resolve complex situations and win excellent deals. Results oriented to work with autonomy to achieve the goals but being capable of operating within cross-functional teams acting as a leader. Strong Communication Skills. Experienced in maintaining deep, long-lasting customer relationships at multiple levels within assigned accounts, excellent network at Aviation Industry.

**PROFESSIONAL EXPERIENCE**

**Nov2023-Current**

**AMST Group, [www.amst.at](http://www.amst.at). Vice President of Sales & BD for Americas.**

- Responsible to sell the whole products portfolio and services of AMST from both civil aviation and aeromedical division targeting airlines, independent training centres and all major militaries forces in the assigned region.
- Through a deep analysis to assess the market trends and customer expectations , and guide the potential expansion of the business through complex solutions or emerging markets where AMST can add value with its technological background.
- Responsible to establish a high level relationship with OEMs of airplanes, helicopters, like Embraer, Robinson helicopters, MD Helicopters, Airbus.

**Nov2021- Nov2023**

**BAA Training an Avia Solution Group company. [www.baatraining.com](http://www.baatraining.com). Chief Business Development Officer**

- Responsible to identify the target market and customers for the development of BAA's business, both at owned training center and potential Joint Ventures.
- Detection of the location for the possible facilities, provision of predictions on the costs and the investments for facilities at the identified locations.
- Preparation of presentation on the business opportunities to BAA management and ASG board.
- Responsible to strategically asses and to lead the search for new potential customers and partners. To lead the negotiations with potential customers.

**Sept2020-Oct2021**

**Maquimento. Sales and Marketing.** To support the family-owned business related with industrial design and prototyping in the development of the Sales Plan and Strategic approach to local market and international opportunities.

**Mar2016- Aug 2020**

**TRU Simulation + Training a Textron Company [www.trusimulation.com](http://www.trusimulation.com)  
Sales Director Europe**

- Responsible to develop and expand relationship with start-ups and existing airlines and independent training centres to identify and pursue the Full Flight Simulation asset investment opportunities in Europe. High level of relationship with CEO, CPO, CFO, COO at the different airlines and TCs.
- Develop and implement effective mid and long-term sales strategies.
- Maintain a risk aware perspective regarding credit risk and payment performance, to support customers with financing solutions.
- Coordinate with internal teams and external partners to ensure a smooth delivery of TRU products and services.
- To actively carry out business development activities within the region conducting market research and gather intel from the commercial aviation market to contribute with the strategic decisions of the company about pricing and product.

**Achievements:**

- Closed 40M\$ of flight training simulation equipment sales.
- Expanded reach of the company with major airlines and independent flight training centers.
- Led selling process and contract negotiations including closure with tier-1 airlines and training centers. TAP Portugal (A320 2.0 Std CEO/NEO FFS), Global Training Aviation (ATR727600 FFS), BAA Training (B737-800FFS), and CL415FFS .

Training: Textron Online Mandatory Training: ITAR, Control Export Regulations and Anticorruption laws. Solution selling course and Salesforce CRM course were both received at Montreal factory. References: George Karam, VP of ATS at TRU Simulation

- Jan2015- Feb 2016**      **Pelesys Learning Systems Inc.**  
**Regional Sales Director.** Responsible to develop new business within Europe and South America. Meet with potential customers as required. Work together with VP Sales. Reference: Peter Niemy, VP of Sales (Current).
- April 2014-Dec 2014**      **Maternity Leave.**
- Jan2008-March 2014**      **CAE Inc, Civil Aviation Training Division** [www.cae.com](http://www.cae.com)  
**Regional Sales Manager Europe & Africa.**  
 -Responsible to secure business from prospective and current commercial airlines in an effort to meet sales objectives through solution selling.  
 -Selling entire CAE Network (more than 40 locations around the world) and services, offering the customers CAE's training services and product portfolio across all countries.
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- References: John Cameron , Former Senior Head of Sales. Peter Niemy, Former Head of Sales.
- Apr2001 – Dec2007**      **Altran Group, Spain** [www.altran.com](http://www.altran.com)  
**Technology and Innovation Consulting,** Turnover 2006: 1495,6 Mill €  
**Associate Business Director,**  
 To drive Aviation Business Centre with annual turnover about € 3 Mill. Created from scratch. Hired and reached team up to 60 people starting from scratch. Managing a team of 3 Sales Managers.  
 Working on engineering projects for Airbus Military. Also, to manage finance, human resources, and IT support of the business unit. Profit 30%.  
 - To drive company's growth in Aerospace field. Coordination and execution of sales, management, recruitment and administration and finance within a multinational team. Responsible to obtain certification UNE-EN9100.  
 - Drive rapid growth, increase company market share and strategic development to generate long-term profits.  
 Training: 1,5 month at Paris Headquarter Institute pour le Management Altran with a strong Solution Selling approach training.
- October 1999-March 2001**      **Primus Telecommunications Iberica,** [www.primustel.com](http://www.primustel.com) , Madrid - Spain  
**Key Account Manager** : Opening Madrid market. Sales.
- 1997- 1999**      **CANTV SERVICES,** Caracas – Venezuela. [www.cantv.net](http://www.cantv.net)**Call Center Manager: Voice mail and 800 – Internet.** Managing and supervision of a 30 people team.
- 1994-1997**      **Plus Sistemas – Cisneros Group** , Caracas –Venezuela [www.cisneros.com](http://www.cisneros.com)  
**Sales Manager.**

#### EDUCATION AND QUALIFICATIONS

- 1998 -1999**      **University Antonio de Nebrija, Madrid, Spain**  
**Master of Business Administration, M.B.A.**
- 1988 – 1994**      **Metropolitana University, Caracas, Venezuela**  
**University Degree in Business Administration**