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## Experience

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### **Smooth Flight Holdings Inc.**

Long Beach CA

*Principal*

5/05-Present

- Investment vehicle for start up airline based in Southern California
- Acquired remaining 17 Commuter Slots at Long Beach CA (LGB) Airport
- Pursuing start-up strategy for launch by November 2007

### **Kingfisher Airlines**

Mumbai, India

*Founding President & COO*

08/04-8/05

- Hired by VJ Mallya, Chairman, to launch Indian Airline to US FAR Part 121 operational standards
- First Start-up in Indian history to commence with all new aircraft & under world class standard
- Created unprecedented handling alliance with Indian Airlines to gain enabling infrastructure
- Specified content and functionality of the air product, booking engine, aircraft spec
- Led the acquisition of lease & direct purchase aircraft from Debis & Airbus
- Introduced IFE and ticketless travel product in major metro markets
- Led certification effort for flight & engineering as COO, garnering full certification from DGCA, AAI & Ministry in 8 months, faster than any airline in Indian history
- Hired all management, engineering and pilot corps, recruited half dozen former colleagues from JetBlue to move to India to start the business
- Positioned airline for international widebody flights prior to 5 year DGCA operational requirement
- Certified airline ahead of schedule, Launched first flight on time and under budget.

### **JetBlue Airways**

Kew Gardens, NY (HQ) & Long Beach, CA

*Director, Product Development, Airports*

8/98-08/04

- Conducted introductory activities for JetBlue on start-up team from two years prior to first flight
- Personally conceived all cabin elements seen for first time in a Low Cost Carrier, including LiveTV, Leather Seats & Designed Lavatories
- Sat on certification team as Director Airports, personally authored airport handling manual required for certification
- Assisted with early capital formation activities, aircraft fitting and first delivery
- Opened Business Development area reporting directly to David Neeleman
- In August 2001, moved to Long Beach CA to oversee build-up of JetBlue's second hub operation as Director Western Region
- Oversaw operations comprising 450+ reports, eight airports, and most fundamentally build up of Long Beach from sleepy airport with less than 500,000 annual pax to current 3 million plus.
- Led JetBlue's Long Beach political and community involvement in their highly controversial acquisition of all remaining slots.

### **Virgin Atlantic Airways**

Norwalk, CT

*Manager, Airport Services & Product Development North America*

2/96-8/98

- Looked after all operational aspects of Virgin's 8 North American Destinations
- Implemented revolutionary drive-thru check-in product at Newark NJ
- Oversaw construction of Upper Class Lounges across US winning several design and industry accolades
- Managed Upper Class limousine product at all US gateways, Virgin's single largest expense outside flight operations

**Prior Positions during education**

Intern Southwest Airlines 1993

Dispatcher for Brockway Air / Piedmont Commuter 1988-1990

Line Service Manager Valley Air FBO (Part time during high school)

**Education**

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**University of Vermont, BA English & Political Science, with distinction 1994**  
**President Student Government, Class 1994 Award**

**Milton Academy, Milton MA 1988**

Open to relocation. Excellent health. Outdoor sports enthusiast.