



### ***MARK ABBOTT GROUP FBO DIRECTOR***

Mark Abbott is an experienced industry professional with over 16 years of Business Aviation involvement.

Mark commenced his industry career when he joined Harrods Aviation Limited in the UK in 1998 where he was primarily responsible for negotiating and winning new operations contracts and other related business in Europe, the Middle East and the United States of America. He also acted as the Personal Key Account manager for most of their high value customers travelling extensively to maintain and enhance relationships with crews, operators and owners of private aircraft around the world.

In 2006 Mark consulted for ExecuJet in Europe prior to returning to South Africa to commence a permanent role as Regional Manager for the Western Cape and took on the position of Group FBO Director in August 2009. He has a wealth of FBO experience gained in the UK working for Harrods Aviation Limited, part of the Harrods Group of Companies, which has been complemented, with a sound working knowledge of ExecuJet where he has been involved in growing the aircraft sales, management, charter, aircraft maintenance and FBO business in the Western Cape.

Mark has built an extensive network of international contacts and comes from a strong customer service and team leadership background specifically in the FBO environment. His primary focus ensuring standardisation and consistency in high-end service levels throughout

ExecuJet's Global FBO Network. Another key area of responsibility is to enhance and maintain strategic relationships with major FBO clientele in an ever-increasing competitive market place.

Mark started to travel to China since 2012 and has been contributing to building people to people relations through pro-active engagement with Chinese delegations to Africa and African art exchange projects with China.

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