



Prefix Aerospace
Martin Baillargeon (President)
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skills

- Very good knowledge of the Commercial Aerospace Industry (Airframers, Suppliers, forecasts, new developments, etc);
- Very broad contact network;
- Extensive sales and contract experience;
- Very good communication experience in particular in the preparation and presentation of briefings;
- Very good management skills (communication/monitoring);
- Very good knowledge of aircraft systems;
- Good knowledge of certification requirements (FAA, TCA, JAA);
- Extensive experience in mediation & in leading technical and commercial meetings (virtual and live); and
- Bilingual (English & French) with good knowledge of Portuguese.

work experience

April 06- now **Prefix Aerospace**, Account Director, Montréal, Canada.

- Representing aerospace companies offering products and services to the Montréal Aerospace community. Covering the following accounts:
 - Bombardier, CAE, Pratt and Whitney Canada, Bell Helicopters, Messier-Dowty (Ajax and Montreal), L-3 Com, Thales Canada, Rolls Royce Canada, Goodrich (Oakville) and Héroux-Devtek.

Aug 03- 2006 **Crane Aerospace** Regional Jet Market Segment Business Manager, Montréal, Canada.

In addition to my RBM's tasks (below), the following tasks are added to my responsibilities:

- Responsible for all business aspects of the World's RJ market (Embraer, BA, FD, ARJ21, RRJ, etc) including first tier system partners (UTC, Liebherr, Parker, Snecma, Goodrich, etc):
 - Contract negotiation and management (including T&C's, LTA/PSA, pricing, etc);
 - Produce market analysis; and
 - Forecast/demand management.

May00- 2006 **Crane Aerospace** Regional Business Manager (RBM), Montréal, Canada.

- On-site sales representative responsible to provide support on Crane Aerospace airborne equipment presently installed on aircraft (Brake Control, Proximity systems, Fuel Flow transmitter, fuel pumps, hoses, etc). Major customers include Bombardier, UTC, P&W Canada, Goodrich, Messier-Dowty, and Air Canada. Other tasks:
 - Monitor/analyze markets to seek new sales opportunities;
 - Crisis management (as the supplier's focal);
 - Review and analyze market analysis; and
 - Payment collection (rare occasions).

Jan 97- May 00 **Intertechnique** North American Customer Liaison Engineer, Redmond, WA, and Montréal, Canada.

- On-site representative responsible to provide technical support on Intertechnique airborne equipment presently installed on North American aircraft (Window heat controller, Air Data Sensor Heater Controller, Fuel controller, Fuel pumps, Cabin Pressure and Acquisition Module systems, Diverse cockpit indicators). Customers included Bombardier, Gulfstream, and Boeing.
- Responsible to monitor aircraft market for new sales opportunities;
- Responsible to complete technical specifications for new airborne systems in collaboration with the aircraft manufacturer design engineers; and for the tracking and monitoring of the development, drawing releases, change management, interaction between partners (structure, installation, avionics interface, etc).

May 1995 - Jan 97 **Bombardier** Global Express System Integrator (focal), Montréal and Toronto.

- Responsible for the integration of the Lighting and the Windshield Temperature Controller systems;
- Responsible for the coordination and control of engineering tasks related to these systems including development, drawing releases, change management, interaction between partners (structure, installation, avionics interface, etc), qualification, certification, manufacturing support, and the continuous monitoring of the partner's tasks & schedule;
- Responsible to ensure these systems are designed in accordance with TCA/FAA and JAA certifications authorities and the Canadair Technical Requirements;

June 92 - May 95 **Bombardier**, Project Engineer, Amphibious Aircraft and CF18 project, Montréal, Québec.

- Responsible for executive presentations to Directors and Managers about the technical and administration of any Amphibious Aircraft and CF18 Projects;
- Responsible for the coordination and tracking of all engineering tasks;
- Part of the team responsible for the continuous liaison with different divisions (Production/Manufacturing, Procurement, Contract/Program, Customer Support);
- Responsible for all engineering manhour estimates and for the monitoring of participating engineer;
- Participate actively to the forecast of weekly and monthly personnel workload; and
- Responsible for providing briefings and presentations to the customer and to other engineering departments.

January 1989 - May 1992 **Canadian Air Force**, Avionics Systems Design Engineer, Aerospace Maintenance Development Unit, CFB Trenton, Ontario.

- Responsible for the implementation of procedures to control electrostatic discharges and the testing and analysis of radio frequency (RF) cables;
- Prepares power distribution analysis (Electrical Load Analysis) on diverse types of Air force aircraft;
- Responsible for the implementation of procedures to control electrostatic discharges;
- Supervised new electrical/avionics installation engineers; and
- Supervised up to twenty technicians.

education

1989 **Aerospace Engineering Certificate** (Specialization in Avionics), Canadian Forces School of Aerospace Engineering, CFB Borden, Ontario, Canada

1988 **Bachelor of Electrical Engineering**, Royal Military College, Kingston, Ontario, Canada.

additional qualifications

- Oct 2002: Fundamentals of Finance, American Management Association, New York City, NY.
- Nov 2001: Negotiating to win, American Management Association, San Diego, CA.
- June 1994: Course on the implementation of the Total Quality Management concept, Université du Québec, Montréal, Québec.
- Jan 1993: Fundamental Avionics Considerations and Databus Techniques, University of Kansas, Montréal, Québec.

professional associations

- Accredited member of the Quebec Professional Engineer Association (Ordre des Ingénieurs du Québec), (P.Eng #107492);
- Member of the AQA (Quebec Association of Aerospace companies).

hobbies

- Musician (Piano);
- Sports (Jogging, skiing, swimming, hiking, cycling).