



## **MATTHEW C. BETTY**

---

### ***Career Summary: AVIATION SALES PROFESSIONAL***

Over 17 years of aviation sales experience including:

*Aircraft Sales –Jet (Corporate & Commercial categories), Turbo Prop, Piston & Helicopters*

*Corporate Jet Aircraft Management Sales*

*Executive Jet Membership Card Sales*

*Part 135 Jet Charter Sales*

- *Closed millions of dollars in aviation sales with corporations and high net worth individuals -*

*Advanced level Spanish language skills –*

*- Finance and accounting background/experience –*

### ***Educational Background***

---

**\*\* Bachelor of Science Degree – Accounting \*\***

**\*\* Bachelor Of Science Degree – Finance \*\***

*Portland State University, Portland, OR*

*Degrees Completed In December 1990*

### ***Professional Experience***

---

Hawker Beechcraft Charter & Management/RACM/JetDirect Aviation, Inc. May 05-Feb 09

(Note: No change in employment status; series of company sales/ mergers during this period)

***Regional Vice President, Aircraft Acquisitions & Sales July '08-Feb '09***

*JetDirect Aviation, Inc.*

#### **Description:**

Responsible for exclusively representing aircraft owners in the sale of jet, turbo prop and helicopter aircraft less than 20 years of age and for the exclusive representation of corporations/high net worth in the acquisition of jet, turbo prop and helicopter aircraft in the central United States and Latin America. Developed and maintained detailed, worldwide market and transaction activity data through detailed research and industry networking resources for use in establishing real market pricing and identification of market trends. Developed networking relationships with various professional services organizations including legal and financial/accounting.

**InterFlight Brokerage**

Aviation & Aerospace Group of Companies

Miami Center, 28<sup>th</sup> Floor - 201 S. Biscayne Blvd. - Miami, Florida 33131

T 305 400 6789 - F 888 418 0658 - W [www.interflightbrokerage.com](http://www.interflightbrokerage.com)



***Director, Managed Aircraft Sales***

Hawker Beechcraft Charter & Management/RACM May'05 – July '08

- Achievements:** - 160%+ growth in managed aircraft clients -  
- Top sales producer in dollars and unit sales -  
- Over 70% of sales made above standard/list prices -  
- Awarded the Beechcrafter Certificate of Recognition - - Created multiple selling tools -  
- 51 course hours in Raytheon Learning Institute for sales, management, & leadership -

**Description:**

Responsible for the sale of Hawker Beechcraft Charter & Management part 91 and 135 jet aircraft management services to light, mid-size and large jet category aircraft owners including corporations and high net worth individuals. Closely managed all client relationships/accounts. Provided leadership, direction and strategies to Hawker Beechcraft Charter & Management charter sales department to grow charter sales. Cultivated and participated in numerous cross selling opportunities for Hawker Beechcraft Co. products and services.

***Regional Vice President, Sales***

UltraJet Club, Cleveland, OH Aug '03 – Jan'04

- Achievements:** Grew territory client base 50%  
*Created/cultivated new relationships with hi-net worth individuals and corporations.*  
*Created comparative/analytical sales tools for UltraJet Club membership proposals.*  
*Developed and implemented prospecting plans and tools.*

**Description:**

Responsible for promotion and sale of UltraJet Club corporate jet membership plans in the central United States primarily in Lear 31A/35/45/55; Cessna II/V/Ultra/III; Gulfstream G200, Raytheon 800XP aircraft types.

***Regional Vice President, Charter Services***

Executive Jet Management, Cincinnati, OH July '02-July '03

- Achievements:** Grew territory charter client base over 30%  
*Created/cultivated new relationships with hi-net worth individuals and corporations.*  
*Developed evaluation system for the ranking of business potential of prospects.*

**Description:**

Responsible for outside sales of Part 135 air charter services in corporate jet aircraft including ad hoc and block hour programs in the following states: TX, LA, AR, OK, MO,KS, MS, AL. Provided fractional sales lead opportunities to sister company, NetJets.

---

***Regional Sales Manager, Business Jet Services***

FlightTime Corp., Waltham, MA Jan. '01 – June '02

- Achievements:** Top Overall Performing Regional Sales Manager  
*Sold over \$3.225m in Freedom Plan memberships in less than 18 months*  
*Most 100 hour+ contracts sold*  
*95% customer renewal rate*  
*Top referral generator*

**InterFlight Brokerage**

Aviation & Aerospace Group of Companies  
Miami Center, 28<sup>th</sup> Floor - 201 S. Biscayne Blvd. - Miami, Florida 33131  
T 305 400 6789 - F 888 418 0658 - W [www.interflightbrokerage.com](http://www.interflightbrokerage.com)



**Description:**

Responsible for the development and growth of a new territory for Freedom Plan executive jet travel card program in the central & western United States. Provided consultative services to clients through thorough analysis of their travel requirements. Developed various product market analyses, pricing strategies and marketing promotions. Closely managed all client relationships.

---

***Owner/President***

MB Aviation, Inc., Arlington, TX Jan. '96 – Dec. '00

Provided quality, full service, customer focused aircraft brokerage services to aircraft owners. This service included making a physical evaluation of the aircraft and its records, establishing a price for the aircraft, advertising and marketing the aircraft, qualifying prospective buyers, providing the owner with regular progress updates, showing the aircraft to prospective buyers, assisting buyers with finance and insurance needs, negotiating the price and terms of the sale, coordinating the pre purchase inspection of the aircraft and closing the sale including ensuring all funds transfers and paperwork is complete.

**Aircraft manufactures sold includes:** *Aero Commander; Aerospatiale/Eurocopter; Beechcraft, Bell Helicopter, Cessna, McDonnell Douglas, Mooney; Piper, Robinson*

---

***Aircraft Salesman***

Barron Thomas Aviation – Dallas, TX & Scottsdale, AZ Mar.'92 – Dec.'95

Responsibilities included doing market research, making physical evaluation of aircraft and their records, cultivating new brokerage listings, purchasing aircraft for resale and selling aircraft including qualifying prospective buyers, showing aircraft to prospective buyers, negotiating the price and terms of the sale, coordinating pre purchase inspection of the aircraft and closing the sale.

**Aircraft manufactures sold includes:** *Aero Commander; Beechcraft, Bell Helicopter, Boeing, Cessna, Douglas; Enstrom; Lear; Mooney; LanCAir; Piper, Vans 4*

---

***Staff Accountant***

Associated Air Center – Dallas, TX Mar. '91 – Feb.'92

Responsible for financial statement preparation and analysis, general ledger maintenance, account analysis and reconciliation and corporate bank account reconciliation.

***----- Additional Experience/Skills -----***

**Foreign Language Skills:** Spanish (advanced level and working to become fluent)

**Professional Education:** Raytheon Learning Institute – completed 51 course hours, Conklin & de Decker Commercial Operators & Management Tax Course, Conklin & de Decker Aircraft Acquisition Planning Course, SPIN sales training

**Computer Experience:** Microsoft Word, Excel, Power Point, Outlook, ACT!, FOS

**InterFlight Brokerage**

Aviation & Aerospace Group of Companies  
Miami Center, 28<sup>th</sup> Floor - 201 S. Biscayne Blvd. - Miami, Florida 33131  
T 305 400 6789 - F 888 418 0658 - W [www.interflightbrokerage.com](http://www.interflightbrokerage.com)