



Certificate in Aviation Management

Wednesday 26th – Thursday 27th October 2022

Athens, Greece

In Association with





Day 1 – Wednesday 26th October 2022
Civil Aviation Legal and Insurance Issues

9.00 Registration and Networking Coffee

9.30 Session I

- Introduction
- The Aviation Business - Overview of different types of commercial and private operations

10.30 Networking Coffee Break

11.00 Session II

- The Aviation Business and how leasing has become more and more important
- Principles of aircraft finance

12.30 Networking Lunch

14.00 Session III

- Principles of aircraft leases
- Legal implications in aircraft leasing
- Strategies to ensure a successful lease contract

15.30 End of Day 1 and Networking Coffee

Day 2 – Thursday 27th October 2022
Aircraft Management

9.00 Networking Coffee

9.30 Session I

- Aircraft Management - Overview
- Regulations and aircraft operations

10.30 Networking Coffee Break

11.00 Session II

- To go alone off to use a management company
- Private or commercial operations

12.30 Networking Lunch

14.00 Session III

- Legal implications in aircraft management
- The AOC and the Accountable Manager
- Strategies to ensure a successful management contract

15.30 End of Seminar and Networking Coffee

SPEAKERS



Anthony Frances, Senior Counsel, Gateley's International Mediator



Dr Mark J. Pierotti, Director of the Commercial Department & Managing Director of ADA Millennium, Abu Dhabi Aviation

Dr Mark j Pierotti has been in the aviation industry for 38 years. He is a Fellow of the Royal Aeronautical Society as well as a published author on aviation leadership & the Accountable Manager.

He holds a PhD in Aircraft Engineering & Operations, a Master's Degree in Aviation Management, a Bachelor's degree in Aeronautical Engineering & a Bachelor's Degree in Aviation Operations all from the UK, he is also holding both an aircraft maintenance & pilot's license.

Having held senior positions up to CEO & COO, Dr Pierotti started his career with British Airways, then moving onto Emirates Airlines, The Presidential Flight of Abu Dhabi, AJA Private Jets & is now a Director with Abi Dhabi Aviation (ADA) the largest helicopter operator & maintainer in the MENA region.

ADA is one of Abu Dhabi's most important aviation companies who operate & lease, both rotary wing aircraft & fixed wing aircraft from Abu Dhabi worldwide. ADA have aircraft placed in the GCC, Africa, Asia & Europe. ADA has a special capability as an Operator, Lessor, & MRO in that they can assist both established operators as well as startups with a total technical & operational solution for both rotary wing & fixed wing aircraft. ADA are truly a UAE champion on a world stage.

Dr Pierotti is also the Managing Director of ADA's consulting arm ADA Millennium offering aviation service from drafting strategic business plans, writing start up manuals to purchase & pre purchase inspections of both fixed & rotary wing aircraft.

Dr Pierotti has negotiated & managed multiple aircraft leases worldwide. He understands the challenges as a Lessor & as a Lessee & has experience of navigating these challenges to successful & at times unsuccessful outcomes.