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## **CAERDAV BUILDS COMMERCIAL TEAM WITH TWO NEW SENIOR APPOINTMENTS**

Independent MRO and ATO, Caerdav, has welcomed two new senior members to its commercial team, highlighting the company's strong position in the industry and its ambition for continued growth.

Richard Pitts-Robinson joins as Caerdav's new Business Development Manager, with Gary Munro taking the role of Commercial Executive. Both bring a wealth of experience and have been charged with the task of further developing the business.

Formerly Head of Commercial Sales at Flybe Aviation Services, Pitts-Robinson has nearly eight years' industry experience, initially working on the training side of the business before moving into the company's MRO arm, where his focus was primarily on heavy and base maintenance opportunities for narrowbody and regional aircraft.

He says of his appointment: "My work at Flybe has given me some insight into what an airline is looking for from an independent MRO like Caerdav. This puts me in a strong position to help drive the business forward, and to secure a wide range of new partnerships with airlines and lessors worldwide.

"I was attracted to Caerdav's ambitious plans, especially for the MRO side of the business, and it's exciting to be a part of that. I'm looking forward to working on diversifying our product offering, ensuring we are able to provide our customers with an unrivalled range of value-added services."

A keen sportsman, Pitts-Robinson ran six half marathons in 2019 and is a big fan of surfing and cycling. He is married with a two-year old son.

Working closely with Pitts-Robinson in the commercial team, Gary Munro is making his first foray into aviation with Caerdav, though he brings with him vast sales experience from a wide and varied range of industries.

After 14 years working for an alpine sports company, he joins Caerdav from the motor trade, having spent two years as a Sales Executive for Porsche, and three years with BMW before that. A customer-focused sales professional, Munro is keen to bring those skills to the aviation sector.

He says: "I relish taking on new challenges, and the chance to switch to a completely different industry was something I couldn't resist. That said, I've built my career around developing genuine relationships with my customers, and I believe that approach is the same no matter what sector you're working in."

Munro will act as a liaison and point of contact between Caerdav and its customers, working on building lasting partnerships with existing clients, as well as finding new business and developing new relationships.

"Coming into the business during the COVID-19 pandemic posed its own set of challenges, but it has given me the time to learn the trade and to truly understand what Caerdav is about. With both myself and Richard joining the commercial team, it's a huge statement of intent for the business; I'm excited to be involved and look forward to what the future holds," adds Munro.

A father of two, Munro is also into sports, particularly golf, where he plays off an impressive three handicap. With years in the alpine sports industry, he is also a qualified ski instructor.

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**Notes to editor:**

Caerdav is a fully-approved and certified MRO and pilot training company based at the St Athan - Cardiff Airport Aerospace Enterprise Zone in South Wales, United Kingdom.

Operating from a former RAF maintenance base equipped with 6,000ft ILS runway and parking for up to 20 narrow-bodied airliners, Caerdav specialises in MRO work for Airbus 320s and Boeing 737s, and provides complete training for airline pilots and cabin crew.

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