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Miguel Chiang Appointed AFI KLM E&M VP Regional Sales Central/South America

Paris, Amstelveen, 09 August 2011 – From his base at Le Bourget, France, Miguel Chiang will be responsible for developing and implementing the group's MRO sales strategy and business plans throughout the Central/South America region. He will coordinate the sales force with a view to achieving a range of objectives, notably that of strengthening ties with existing customers and forging new ones with prospective clients, as well as enlarging the AFI KLM E&M footprint in terms of customers and products in the region.

Miguel Chiang holds a Master's degree in Mechanical Engineering (specialty: gas turbines) from Delft University of Technology and a degree from the Nyenrode Business University, both in the Netherlands.

Extensive aviation industry experience

Miguel's career started out in 1995 at Urengo. Over a 5-year period he was successively Project Engineer and Project Manager in charge of transferring OEM and MRO capability for A330 and A340 APU compressor modules from TurboMeca, France to Urengo's aerospace subsidiary and later became Production Support Manager at Urengo. He subsequently moved to Accenture, where he was managing business consultancy and IT projects, namely at customers in the aviation industry. In 2002, he joined KLM E&M's Maintenance Division as head of a business support unit, remaining in this position until 2005, when he became Project Manager overseeing the business implementation of the SAP software environment within KLM E&M. In 2007, he was appointed Project Manager for the implementation of Maintenix, the maintenance workflow management software covering KLM's fleet of Airbus A330s, again in the base maintenance sphere. The following year, he joined the ranks of the Marketing Department at the combined AFI KLM E&M sales force as Product Support Director, for Airframe Base Maintenance. Here, he acted as interface between AFI KLM E&M's world wide sales forces and their customer expectations and the KLM E&M airframe business unit, supporting the commercial process from customer requirements up to and including contracting.

About AFI KLM E&M

Air France Industries and KLM Engineering & Maintenance, which joined forces following the Air France KLM merger, are world-leading multi-product MRO (Maintenance, Repair, Overhaul) providers with a joint workforce of over 14,000, offering comprehensive technical support for airlines, ranging from engineering and line maintenance to engine overhaul, as well as the management, repair and supply of aircraft components, structured around a powerful logistics network. AFI KLM E&M supports more than 1,230 aircraft operated by 150 major international airlines.

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