



Jeff Poole

DIRECTOR GENERAL, CIVIL AIR NAVIGATION SERVICES ORGANISATION
(CANSO)

Jeff was appointed Director General of CANSO on 1 December 2012. In addition to managing the association, he has overall responsibility for representing the CANSO membership as the Global Voice of Air Traffic Management, delivering the CANSO vision for the future of air navigation services, further expanding CANSO's worldwide membership, and governing the association's relationship with its industry peers and stakeholders;

Jeff was previously the IATA Director, Government and Industry Affairs for 18 months with a mandate to further develop a strong, credible and proactive IATA role in that area. Prior to that, from 1 February 2004 to 30 April 2011, Jeff was Director Industry Charges, Fuel and Taxation for IATA. He was responsible for achieving significant cost reductions in airport costs and air navigation charges to IATA Member airlines for their international operations (US\$ 54 billion per year, about 10% of the global operational costs of all airlines). He was also responsible for IATA's commercial fuel activities, including fuel charges and reliability of fuel supply, and for industry taxation matters affecting IATA Member airlines. Under Jeff's personal leadership, the IATA External Costs Campaign has secured savings for airlines of over US\$ 24 billion from reduced charges, fees and taxes;

Jeff joined IATA in February 2004 following a career at Airbus, Toulouse and in the defence industry with BAESYSTEMS. His last position at Airbus was as Senior Vice President for Procurement Strategy and Services, covering a \$20 billion per annum spend. Prior to that, Jeff was responsible for development of all business aspects of the Airbus A3XX (now A380) programme. His previous positions in the defence industry covered commercial, contractual, business development and strategy aspects of a number of major defence programmes and businesses in the UK and internationally. He also has extensive experience of working with Governments and major international institutions.