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Cessna's SVP Mark Paolucci Announces Retirement; VPs Tim White and Trevor Esling to Lead Sales Organization



BY TEXTRON AVIATION

Cessna Aircraft Company, a Textron Inc. (NYSE: TXT) company, announced Friday that Mark Paolucci, senior vice president, Sales, will retire at the end of the year after 32 years with Cessna.

Paolucci joined Cessna in 1979 as a design engineer and progressed into a number of key sales and customer support roles. During his tenure, he held a number of sales leadership positions and led the Customer Service organization, bringing a number of innovative service offerings to market. Most recently, Paolucci oversaw the expansion and realignment of Cessna's global sales force, and led the company's efforts to increase focus on serving customers around the world.

"Throughout Mark's career, he has been an instrumental part of our sales and customer service leadership, providing valuable guidance through the highs and lows of our industry. At every level, Mark has refined our customer service culture within Sales and motivated his teams to consistently achieve results," said Scott Ernest, Cessna president and CEO. "We are thankful for Mark's numerous and substantial contributions throughout his career with Cessna and wish him all the best in retirement."

As a result of Paolucci's retirement, Cessna's sales leadership will be divided into the western and eastern hemispheres. Tim White has been promoted to vice president, Sales-the Americas. White will lead the sales force in North America, Central America and South America. In his 13 years at Cessna, he has held several positions with increasing responsibility within the sales organization.

A graduate of the University of Missouri, White is an active licensed pilot with a Citation type rating. He is based at Cessna's Wichita headquarters.

Trevor Esling has been promoted to vice president, Sales for EMEA (Europe, Middle East, Africa & Asia). Trevor will lead the sales force in Europe, Russia, Africa, Middle East, India, Asia Pacific and China. In his 16 years at Cessna, Trevor has been a key leader in Cessna's international market expansion and will continue to help the company grow established and emerging markets.

With a degree in Economics from Lancaster University (U.K.), Esling started his career with British Aerospace PLC and joined the Cessna Citation sales team in 1995. Esling is based at Cessna's European office in Farnborough in Great Britain.

"Tim and Trevor possess strong leadership skills, are well respected in the industry and have a proven record of building a collaborative environment. Both will continue to help the company grow established and emerging markets," said Ernest.

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