



Richard S. Walsh, M.Sc., A.A.E.

Founder & Managing Partner

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Richard Walsh's remarkable 30-year career of providing inspirational leadership, expert strategies, and accountability within large, complex environments is underscored with a personal dedication to maximizing organizational potential and empowering others to succeed. Richard possess M.Sc., B.Sc., and AS degrees in the fields of Aerospace and Aeronautics from Embry-Riddle Aeronautical University, is a U.S. Army Veteran, former FAA – rated air traffic controller, student pilot, accredited airport executive and enthusiast of all things aerospace.

Richard's contributions have been instrumental in substantially increasing revenues and expanding business for the organizations and communities he's served. This success is attributable to a management philosophy focused on revenues, costs, and quality. Richard has acquired first-hand knowledge in dealing with the many complex issues related to the operation, development, and planning of some of North America's leading aeronautical businesses where public interest is intense, widespread, and controversial. As a proven, proficient and effective leader, Richard offer's the experience, vision, energy and drive required for success in today's ever evolving and dynamic work environments. Richard's strengths are consistent with those essential to growth to include:

- Extensive comprehension and experience within aviation and aerospace industries as well as broad understanding of information technology and its application
- Expertise in developing profitable partnerships and forging global strategic alliances
- Proficiency in identifying untapped markets and business opportunities, nationally and internationally
- Expertise in establishing the right goals, strengthening assets to enable growth from within, support & promotion of trade, mobilizing talent (investment in people and skills) and harnessing markets to connect regionally to attain higher growth trajectories
- A career-long history of consistently achieving operational excellence and successfully collaborating with government, industry, Boards, Councils and stakeholders possessing divergent interests within various and disparate industries

Richard founded **a3i global aeronautics** advisors in 2007. **a3i global** is a boutique business management consultancy specialized in performing highly demanding, sensitive, and confidential projects within the airport, aviation, and commercial aerospace sectors. Richard has been instrumental in creating and implementing financially driven turnaround programs for complex environments, creating partnerships for business development, streamlining capital development initiatives and revitalizing operational processes. Some of **a3i global aeronautics** advisors specialties include:

- Airport/Airline Operations & Planning
- Airport Capital Funding (AIP, PFC)
- CFR Title 14 – Aeronautics and Space
- ICAO (Annex 14)
- EASA
- Civil Aviation Operations & Planning
- Facility Engineering & Construction
- Marketing & Business Development
- Project & Program Management
- Safety & Security Management
- Regulatory Compliance
- Change Management
- Cost Control
- Profit Improvement
- Airline & Stakeholder Management
- Strategic Vision & Planning
- Team Leadership
- Land use – Highest & Best Use

Richard's combination of drive, commitment, determination, knowledge and experience will provide your organization with an invaluable resource. Let Richard show you how **a3i global aeronautics** advisors can assist your organization.