

STEVE MASON

MR. STEVE MASON

**VICE PRESIDENT - COMMERCIAL AIR
CIT GROUP
NEW YORK, USA**

www.cit.com



Education and Training

→ B. Eng. Aeronautical Eng, University of Limerick, Ireland, 2000

Current Position

Title	Dates	Employer
Vice President - Commercial Air	2012 - Present	CIT Group, New York, NY, USA

Previous Positions

Title	Dates	Employer
Sales Director	2007-2012	Rolls-Royce
Fleet Business Manager	2004 - 2007	Rolls-Royce
Business Development Officer	2002 - 2004	Rolls-Royce
Strategy Analyst	2000 - 2002	Rolls-Royce

"Home" Town(s)/County(s)

Home town: Clonmel, Co. Tipperary, Ireland

Places I've lived:

New York, USA

Connecticut, USA

Derby, UK.

Indiana, USA

Toulouse, France.

Please describe your current job

I am responsible for aircraft economics, aircraft performance and technology, along with investment analysis for aircraft procurement.

Areas of expertise:

- Aircraft strategy
- Aircraft procurement
- Aircraft economics and performance
- Fleet management
- Airline route and revenue management

Please describe your career path since graduating with your B.Eng. Aeronautical Eng.

I joined Rolls-Royce in September 2000 and spent two years on the graduate training scheme completing several attachments in finance, customer business, aerodynamics, engine design and program management. I soon realised that engineering in itself was not a route that I wanted to pursue and decided that I was more suited to more business-related aspects of the industry. I therefore applied for a role in Rolls-Royce, Civil Aerospace Business Development where I was involved in strategy development and aircraft engine services creation.

After this role I soon realised that a career in sales was something I wanted to achieve and set about building a career path to allow me to reach that level. An important stepping stone into the complex world of aircraft engines sales is gaining a true understanding of how the aircraft engine business works and how it help Rolls-Royce achieve it profits. With this in mind I secured a role as the Fleet Business Manager for the Rolls-Royce engines powering the Airbus A340, Airbus A380 and Boeing 777 aircraft. I managed several high profile corporate level accounts generating circa US\$300M revenue per annum (including airlines such as Lufthansa, Virgin Atlantic and Singapore Airlines). I had full profit and loss responsibility including responsibility for asset exposure and financial risk.

Following this Business Management role I was seconded by Rolls-Royce to Connecticut in the USA to work in the International Aero Engine joint venture as a Sales Director. In this role I was responsible for all airlines in Western Europe and Germany including British Airways, Lufthansa, easyJet, SAS, GermanWings, BMI, Monarch and Thomas Cook. Two years into this secondment

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I was asked to transfer to the leasing market and was responsible for many of the world's major aircraft leasing companies including Aviation Capital Group, Air Lease Corp, Aircastle, CIT, GECAS, ICBC Leasing, Macquarie and RBS Aviation Capital.

I left Rolls-Royce in 2012 and joined CIT Group.

What made you decide to study Aeronautical Engineering at UL?

The reason I wanted to study Aeronautical Engineering in UL was due to a general interest in aviation and engineering.

Are you glad you did?

Yes as it opened up many avenues in the industry. UL is very highly regarded and well known for producing high calibre individuals.

What did you most enjoy about studying at UL - academically, and also non-academically?

I thought the facilities which UL offered its students, even back in 1996, were very good to support the learning process. I have many good friends that I still keep in close contact with and I certainly used my time in UL to build good social skills that are critical in every career.

Where did you do your COOP?

I completed my COOP in Toulouse, France where I worked for Airbus. I worked in the Customer Service department where I was tasked with responding to cabin pressurisation and air conditioning technical questions from the airlines operating the Airbus products

What advice would you give school-goers considering choosing Aeronautical Engineering?

Make a real effort to try and assign a practical example to what you are learning in your lectures as the application of what you are learning is critical to aid your understanding.

The degree will open many doors to you in a very exciting industry which will give you the ability to meet great people and travel the world. Enjoy your time in UL also and don't over study as the social skills you pick up are just as critical in your career.

What advice would you give future graduates of Aeronautical Engineering?

Build your social skills and attend as many industry events as you can to build a network of people you can go to when you are looking for your first role. Don't be afraid to contact previous graduates like me to have a chat.