

Boeing Commercial Airplanes
salil.gupte@boeing.com
Office: 206 662 6200
Mobile: 206 295 5775

Salil Gupte

**Managing Director
Services Strategy & Business Development
Boeing Commercial Airplanes**



Salil Gupte is the Managing Director of Services Strategy & BD for Boeing Commercial Airplanes, responsible for leading an integrated Commercial Airplane Services growth strategy for new services revenue capture and ensuring Customer support at affordable cost. In this role, Gupte leads a team of professionals focused on services growth through organic and inorganic investments, with the latter including acquisitions, joint ventures, supplier partnerships, and teaming arrangements.

Prior to this role, Gupte led the Boeing Fleet Services Strategy and Business Development team, which supports strategy development and planning, evaluations of acquisitions, development of joint ventures, and strategic implementation across various business units – freighter conversions, airplane modifications, customer support and fleet management.

Gupte joined Boeing in 2009 from Goldman Sachs & Co. in New York, where he was a member of the Special Situations Group, focusing on making investments in aviation, transportation, and infrastructure. At Goldman, he worked to execute an aircraft leasing joint venture and also worked with airlines around the world on asset sale / leasebacks. Other investments included a solar thin-film roofing provider and an automotive line machinery manufacturer. He also evaluated investments in spaces including aircraft engine teardowns, fixed-base operators, rail, and water infrastructure.

Prior to Goldman, Gupte worked at Salomon Smith Barney (Citigroup) in the investment banking division, focusing on airlines and other global transportation companies. Over three years in New York and Dallas, he helped close 26 transactions including strategic acquisitions, restructurings, leveraged recapitalizations, and almost \$10B of debt and equity financings.

Gupte holds an M.B.A. from Stanford University and a B.A. in Economics from Cornell University.