

THRIVING IN UNPREDICTABLE TIMES

ONE COMPANY'S CONTINUED PUSH FOR PERFECTION

In challenging times Warren Buffet's much used comment "Only when the tide goes out do you discover who's been swimming naked" rings very much true in our industry, which has seen a steady downward trend with only recently positive signs of increased activity. This is a market which has suited one particular company, which over the past 17-years has quietly dedicated its entire focus on delivering the time honored tradition of old fashioned personal service and discretion.

Global Jet Monaco is part of a handful of trusted international aircraft sales advisors where the heads of state, royalty and corporate tycoons go for their next aircraft purchase or sale. These are relationships cultivated over many decades and built on longevity. We explore further in what makes a private jet sales company a long-term success following the highs and lows of an unforgiving market.

QUALITY MATTERS

One important consideration in the international aircraft sector is the lack of regulation. With the advent of technology and e-commerce it's easy to set-up shop and claim to be an expert. Buyers, sellers and advisors need to be wary. Generally, everyone knows each other and a negative experience during selling or buying doesn't do the industry any favors. Since the sector overall is niche and tight knit, Global Jet Monaco has earned the reputation for representing the highest quality aircraft for sale. The management team works on the simple principle of working only with aircraft that are well maintained and operated to a high standard.

Naturally, in a buyers' market, quality is the key ingredient to any successful transaction. As an international aircraft sales specialist concentrating exclusively on long and medium range aircraft, Global Jet Monaco is in the unique position of being able to use its worldwide resources to differentiate itself from the competition. There are 11 offices across the world with a strong local presence in each to build a close relationship with end-users and industry colleagues. A local request either in Beijing or London, for the purchase or sale of an aircraft is first handled at a local level to better understand the clients personalised requirements.



"Ours is not a service of transaction turnover but one of dedicated service, aiming to leave a positive impression with every person we speak with, since there is always the potential to work together tomorrow" comments Hardy Sohanpal Sales Director of Global Jet Monaco.

BOUTIQUE EXPERIENCE

Since launching 17-years ago Global Jet has also built a reputation in the industry for being a boutique operator, and it's with this in-house propriety knowledge that Global Jet Monaco is able to advise end-users on the true experience of ownership. This includes technical, legal, financial and operating expertise and also design through its award-winning company Pegasus Design based in Monaco and London.

Combine all these elements and you have a business like Global Jet Monaco, which has successfully completed 100's of transactions built on reputation, performance and trust. There is your road map for surviving the ups and downs of unpredictable markets.



Today, Global Jet has a global presence in the following destinations: Geneva, Luxembourg, Monaco, Moscow, London, Paris, Madrid, Vienna, Isle of Man, Beijing, Hangzhou and Hong Kong.

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