STEPHEN C. DININO

27306 Fairway Oaks Dr cell: 469-989-8136

Huffman, Texas 77336 sdinino60@gmail.com

<http://www.linkedin.com/in/stephen-dinino>

# SUMMARY

 A People-Oriented Manager with a passion for winning and record of achieving goals above standards with respect to quality and quantity of performance. Worked jointly with Worldwide Sales Directors, Contracts, Financial, Market Analyst and OEM Customer/Service support teams to build and promote a work environment linked directly to Department and Company Objectives.

Expertise and strengths include:

|  |  |
| --- | --- |
| * Project Planning
 | * Negotiation Skills
 |
| * Teamwork Management
 | * Communications
 |
| * Customer Relations/Service
 | * Coordinating Flight and Maintenance Schedules
 |

# PROFESSIONAL EXPERIENCE

**INDEPENDENT CONTRACTOR – ECHOZ PAPA AERO LLC. 2019 – Present**

Your Trusted Corporate Aviation Partner.

Work closely with Customers, Sales Teams and Service Centers during the complete sales process:

Research, Negotiations, Prebuy, Budget, Mod/Upgrades, through Final Delivery.

**BOMBARDIER AEROSPACE,** Richardson, Texas **1994 – 2016**

## Manager of Maintenance, PreOwned Aircraft Sales, (2007 – 2016)

Managed all technical aspects of the Trade-in Process and subsequent sale of both Bombardier Business Aircraft and those from other OEMs. Under my direct Supervision, successfully guided a team of 6 remotely located Maintenance personnel and 1 Administrative Assistant, in meeting all budgetary goals. Worked directly with the FAA to receive Letters of Authorizations to supplement our Flight Operations.

* Averaged 55 deliveries and $500m in sales per year.
* Company Representative at industry events: NBAA, NARA, EBACE.
* Developed and implemented several new processes during the Trade-in inspection to decrease department exposure at the time of Trade-in.
* Worked closely with the Sales & Contracts teams to access risks during the Sale negotiations. Supplied pricing and liability options as the transaction required.
* Managed and trained several newly hired personnel.

**Chief of Maintenance, PreOwned Aircraft Sales,** Windsor Locks, Connecticut (1994 – 2007)

Bradley International Airport,

Conducted Pre-Trade visits to the Customer locations in order to meet and explain the upcoming Trade-in process, including gathering aircraft specific information to be used during the Sales/Marketing process. At the time of Sales Contract execution, work closely with the Service Center to meet the on time delivery and budget commitments that are part of the aircraft purchase agreement.

* Implemented a process to scan specific logbook entries noting incidents that may affect trade-in value, which would be used directly for Trade-in Valuations.
* Recommended and approved a process to evaluate and grade the condition of the paint and interior and follow on upgrades to increase the sale value.
* Developed a process to engage OEM Entry into Service Personnel at the time of sale to increase Customer Service awareness at the time of delivery.

Stephen C. DiNino Page 2

**LEARJET/CANADAIR,** Windsor Locks, Connecticut **1985 – 1994**

Bradley International Airport

**Lead Technician/Airframe and Powerplant Technician**

Responsible for coordinating all phases of maintenance on Customers aircraft from induction through final delivery. Supervised and assigned work to a crew of 6 maintenance technicians and worked closely with Avionics and Engine crews to ensure all commitments to the customer were met.

* Successfully graduated from several Challenger 600/601 Maintenance Training courses, including Initial, Refresher and Engine Run Up classes.
* Decreased the downtime of Scheduled Inspections by preplanning/recommending that the correct personnel were available for specific tasks.
* Worked with specific Stakeholders to ensure timelines and budgets were met.
* Worked on a team that redesigned the model specific PrePurchase Examination Checklist which would be used at all Company Owned Service Centers.
* Participated on a team of technicians that worked closely with OEM Engineering to incorporate proof Service Bulletins, which lead to a realistic budget for parts and labor prior to issuance of the Service Bulletin.

# EDUCATION / MILITARY

# Associates in Applied Science, Aviation Maintenance

Quinebaug Valley Community College, Danielson, CT

# FAA Airframe and Powerplant License

H. H. Ellis Vocational Technical School, Danielson, CT

**Honorable Discharge United States Air Force 1978-1984.**

Trained and performed scheduled maintenance on F-4D and F-16A aircraft.

**Professional Courses**

Management, SMS, NBAA,

Customer Service, Interpersonal Skills and Aircraft Maintenance related courses