

Manager & Intrapreneur

10+ years in Aerospace Business

10+ years improvisation coach



Available Q4 2020 - Q1 2021

“ I follow some simple values learned as a child: love and hard-work. With fun & lightness on top of this, I hope to contribute to the happiness of the people I manage while enabling sustainable ideas for our industry. ”

Now - 2018

Chief Commercial Officer, TESTIA, an Airbus company (2.5y)

- ✓ Strategize business and culture transformation as part of the E.C. - **advisor to the CEO**
- ✓ **Build and Manage** worldwide Sales, Marketing and Communication teams
- ✓ Deliver +15/20% growth per year, expand to new regions WW & sectors (AL, MRO...)
- ✓ Lead Corporate Social Responsibility and **Environmental initiatives** (CO2 offset,...)

Now - 2017

Founder & President, BigWhy-Toulouse.com (3y)

- ✓ Advise on business plans, management governance, strategies, marketing and sales Official **entrepreneur** status since 2020

2017

Regional Sales Director Services, AIRBUS Services (1y)

- ✓ **Coordinate** ~30 services sales managers and directors in Americas
- ✓ Lead & align integrated offers across all BUs: FHS, Upgrades, Training.. (\$1m to \$500m)
- ✓ Co-define department reorganization & prepare **change management** approach

2013

Digital Business Developer, Sales Manager, AIRBUS Services (3.5y)

- ✓ Drive all sales activities & stakeholders around the campaigns (Maintenance & F. Ops)
- ✓ Run consultative selling to **worldwide customers**, from working level to CEOs
- ✓ **Negotiate & win** multi-million deals (AirAsia digitalization, Turkish Airlines...)

2011

IT Innovation Domain Leader, AIRBUS I.T. (2.5y)

- ✓ **Supervise** in-situ & ex-situ staff with 1m€ budget for Airlines digital solutions
- ✓ Coordinate a transnational team for eFlight-Bag on iPads & create an “innovation cell”

2010

Industrial Engineer, AIRBUS Pylons manufacturing plant (1y)

- ✓ Improve the 5-axis laser cutting quality and productivity via **innovative solutions**
- ✓ **Orchestrate** outsourcing from bid selection to roll-out & audit (~1m€ gain/year)

1995

Sales, Workman & Business Assistant, Family butcher shop (15y)

- ✓ Work behind the counter & in the workshop **since the age of 7**: it is by helping that I started to understand the world of business & the importance of relationships



Industrial Engineer master degree
INSA Toulouse (2010)



Industrial and Electrical Engineering
State Univ. of New-York (2008)



Punctual lecturer for **Aerospace Business master**
Toulouse Business School (2018+)



Teddy CANADAS

32 years old - Toulouse, FRANCE
French, Spanish and Polish
teddy.canadas@airbus.com
+33 6 33 14 82 60

Business & Strategy	██████████
Sales, Mkt., Com.	██████████
Management	██████████
360-Aerospace	██████████
Entrepreneurship	██████████
Services ecosystem	██████████
Innovation	██████████
Project Management	██████████
Indus. & Manuf.	██████████
IT & Digitalization	██████████

Intrapreneurship

Would it be through the transformation of a business, the creation of a new department or the launch of a spin-off, I'm at best when my energy can be translated into new impactful new perspectives for people, a company or the wider society.



Management vision

I see myself as a farmer - harvesting the ground, finding the right nutrients, adapting & guiding - so that the team can deliver & grow: each individual with its own colors.

Improvisation

The companies that I founded allow me to teach and continuously learn how to better coordinate & communicate within a group and through this come up with beautiful stories. I use these skills in my daily challenges and also transfer them to the teams that I lead.



From roots to fruits



" He finds the perfect balance between giving people the right autonomy to express their potential and succeed, and remaining supportive and available if needed[...]More than a manager, he was also a great coach. "
Sophie Charlot, N-1 in 2018



" Teddy has a zest for life which is clearly visible in the way he interacts with colleagues and customers alike. It's always a pleasure to be around him, and I'm proud to call him my friend. "
Sander de Moor, Etihad Airways



" Teddy was part of a group I worked with for over 5 months; he is a natural coach "
Joanne Fourtanier, Executive Coach (PCC)



" Imaginative, Daring, Exciting and Analytical – my IDEA to describe one of the most dynamic presenters I have had the pleasure of working with! "
Steve Dillingham, APT presentations CEO



" Quite singularly the most innovative, humorous, and personable young man I have had the pleasure to meet in my 32 year professional career... that is who Mr Teddy Canadas is. "
Douglas Anderson, Aircraft salesman for Turkey



" I really appreciated [his] enthusiasm and patience in bringing one of the 'old brigade' into the 21st century. ☺ "
Tom Williams, CBE, mentor & ex-COO of Airbus



" Teddy? He's the step between abstract concept and achievement! "
Alexandre Besson, PhD, start-up CTO



" With Teddy, you will welcome a unique guy who is Serious, Courageous, Happy in life & at work, Collaborative and much more... to discover "
Francis Heyd, N+1 in 2011



" Fast & Furious... & Serious "
David Rottembourg, N+2 in 2010 and N+1 in 2020, Testia CEO



" Teddy is a nightmare for a manager: always one step ahead, above and beyond what you could expect with no room for random "
David Bégué – N+1 in 2008

" Some could think he is stubborn, but it's just because they don't have valid arguments "
Elody Canadas, Sister



" Teddy was always making friends on the beach by proposing great sandcastle projects "
Thérèse Canadas, Mom

" He is the best son I have "
Antoine Canadas, Dad

