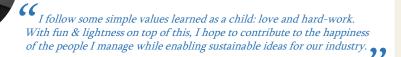
Manager & Intrapreneur 10+ years in Aerospace Business 10+ years improvisation coach



Now • 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,...)

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+)

















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

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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 nutriments, 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



" 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



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

" 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

