ORIENS AVIATION APPOINTS NARINE MELKUMJAN AS TECNAM SALES MANAGER FOR THE NETHERLANDS

News / Manufacturer

Oriens Aviation has appointed Narine Melkumjan as Sales Manager for the Netherlands, strengthening its presence in the Dutch market following its designation as Tecnam's exclusive dealer in the country earlier this year. Based at Breda International Airport, Melkumjan will serve as the primary contact for flight schools, flying clubs and private operators interested in Tecnam aircraft. Her appointment supports the expansion of Oriens Aviation's newly established Dutch subsidiary, which extends to the Netherlands the same comprehensive sales, maintenance and customer support model the company has successfully delivered across the UK and Ireland since 2021.

In the Dutch market, Oriens Aviation represents Tecnam's range of single- and twin-engine piston aircraft tailored for both professional flight training and private ownership. The portfolio includes models such as the P2008JC NG, the P-Mentor IFR trainer and the twin-engine P2006T NG,

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alongside the P2010 and Sport series aircraft for private owners.

Melkumjan brings a blend of operational aviation experience and business expertise to the role. She holds an EASA frozen ATPL with instrument and multi-engine ratings, as well as a Flight Instructor (A) qualification. With more than 860 flight hours, including over 470 hours of instructional flying, she has trained pilots in both the Netherlands and Germany, including on the Tecnam P2008JC.

Her connection with the Tecnam brand dates back to the beginning of her aviation career, having completed her initial flight training on a Tecnam P2002 at Vliegschool Hilversum.

Beyond flight instruction, Melkumjan is also an accomplished aerobatic pilot. In 2019, she became the first woman to win the Intermediate category at the Dutch Open National Aerobatic Championship. She holds a Bachelor's degree in International Business Administration from HAN University of Applied Sciences and is fluent in Dutch, English, Russian, Armenian and Ukrainian, with additional proficiency in German.

Narine Melkumjan, Sales Manager at Oriens Aviation commented: “I learned to fly on a Tecnam and have taught on Tecnam aircraft for years, so I know first-hand how well they work for students, instructors and owners. Dutch flight schools and private pilots want modern, efficient aircraft backed by real local support. That is exactly what we are here to deliver from Breda, and I look forward to helping our customers find the right Tecnam for their mission.”

Walter Da Costa, Chief Sales Officer at Tecnam stated: “Just a few months after expanding into the Netherlands, Oriens Aviation is already building a strong local team. With a Sales Manager who knows our aircraft from the cockpit, both as a pilot and as an instructor, Dutch customers will find a knowledgeable partner ready to support them from the first flight to delivery and beyond.”

Edwin Brenninkmeyer, CEO of Oriens Aviation said: “When we opened our Dutch subsidiary, we promised local operators the same level of service our customers enjoy in the UK and Ireland. Narine combines an instructor’s understanding of what flight schools really need with a proven commercial track record and deep roots in the Dutch aviation community. She is the ideal person to grow the Tecnam brand in the Netherlands.”

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