



NEW, SINGLE-POINT-OF-CONTACT ORGANIZATION FOR EUROPEAN MRO SALES NETWORK - DASSAULT

News / Business aviation, Maintenance / Trainings, Manufacturer



The new sales organization, headed by Thierry Salaün, brings together the MRO sales operations of Dassault's wholly owned [Dassault Falcon Service](#) (DFS) affiliate with those of [TAG Maintenance Services](#) (TMS) and the Falcon segment of [Execujet MRO Services](#), each acquired last year. This provides operators better access to the full capabilities of its expanded MRO service network.



greater efficiencies and synergies across the group,” said [Jean Kayanakis](#), Senior Vice President, Worldwide Customer Service and Service Center Network. “This means customers will no longer be wedded to any particular service location, but can access any center capable of accommodating the work scope, resource and scheduling requirements of the job at hand.”



Among other benefits, the consolidated setup will facilitate the search for C check venues, allowing operators to tap into a wide range of options, relying on the expertise of not only DFS Le Bourget and Bordeaux-Mérignac, but also TMS Geneva and Farnborough and ExecuJet in Dubai, Lanseria and Kuala Lumpur.. It will also provide more information on the availability of modifications and cabin, avionics and other upgrade solutions across the product support network.



The new organization will also have responsibility for coordinating non-Falcon aircraft MRO sales throughout the TMS network.

This MRO sales consolidation is the latest of a range of moves initiated by Dassault Aviation to ensure maximum choice and flexibility, a uniform standard of service and a further enhanced [customer experience for Falcon operators](#) around the globe.



12 JANUARY 2021

ARTICLE LINK:

<https://50skyshades.com/news/maintenance-trainings/new-single-point-of-contact-organization-for-european-mro-sales-network->

© 2015-2026 50SKYSHADES.COM — Reproduction, copying, or redistribution for commercial purposes is prohibited.

