



 **Thierry Boutsen/ Dominique Trinquet**

Boutsen Aviation, Chairman and Founder/President, Monaco  
**Years selling aircraft:** 22/25 | **Company sales:** 370+

WHEN BOUTSEN switched full time from driving Formula One cars to aircraft sales, he already had an amazing client list including Michael Schumacher and Mika Hakkinen. As well as racing drivers, the company is also by appointment to His Serene Highness Albert II, Prince of Monaco.

Boutsen and Trinquet (who joined in 2000 and became president in 2015) head a team of nine in Monaco with the company also represented in Moscow, Dubai and New Delhi. More than 60% of Boutsen's transactions over the past two years involved US customers.

Trinquet started his aviation career in 1990, gaining his pilot's licence in Paris and flying in France for two years before moving to the West Indies to fly airliners. Fancying a change of scene, he made his debut to the business-jet world as captain in 1993. Just a year later, he decided to join a brokerage in Le Bourget working as a sales manager.

Trinquet says that 2010 was one of the firm's strongest years: "Inventories grew, values dropped, there were a lot of aircraft on the market but there were new customers in the market still wanting to buy aircraft," he said.

Boutsen believes demand is becoming more volatile. "What I have noticed over the years is that, when I started we had cycles that were lasting three or four years," says Boutsen. "Positive and negative, but slow cycles coming up or going down. It was not until the crisis came that we had a sustained period going down. Now the speed of cycles has reduced from three years to three months. We can have a few months of really strong activity and then after that the market can go quiet and then pick up again. We did not see this before the crisis for sure."

