

Boeing Commercial Airplanes
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Dinesh A. Keskar

**Senior Vice President – Sales,
Boeing Commercial Airplanes**



Dr. Dinesh Keskar was appointed to the position of senior vice president of Sales in August 2004. In this role, he is responsible for leading commercial airplanes activities in Brunei, India, Indonesia, Malaysia, Nepal and Asiana Airlines based in Korea. He is also charged with overseeing the operations of the Boeing India office.

Previous to his current assignment, Dr. Keskar was named president of Boeing Aircraft Trading in February 2000. He led the team responsible for marketing all types of aircraft owned by Boeing to customers worldwide. He held this appointment until March 2005.

Prior to being appointed to this position, Dr. Keskar was the president of Boeing India, a position he assumed in August 1995 until January 2000. In this capacity, he was responsible for the company's sales and marketing, airline support and industrial activities in India. Previously, he was a director of International Sales for Boeing Commercial Airplanes. During Dr. Keskar's tenure of over a decade in India, Boeing maintained a 100 percent market share.

Since joining Boeing in June 1980, he has held senior positions in engineering, marketing and sales. From 1980 to 1986, Dr. Keskar was responsible for research and consultation in the areas of system identification, digital signal processing and modern control theory. He developed the techniques to conduct flight tests and analyze flight test data to obtain airplane math models for the 737, 747, 757 and 767 flight simulators. From 1987 to 1995, Dr. Keskar directed all Boeing airplane sales and marketing activities in India, calling on Air India, Indian Airlines, related government of India offices and all new private airlines.

Before joining Boeing, Dr. Keskar worked as a research associate in the Flight Dynamics and Control Division at NASA Langley Research Center.

Dr. Keskar is a member of the board of directors of the International Society of Transport Aircraft Trading (ISTAT), an organization that serves as the official voice for the entire commercial transport aircraft secondary marketplace. Additionally, Dr. Keskar is a board member for the U.S.-India Business Council, which operates under sponsorship of the U.S. Chamber of Commerce. He has been an active member of Indian community organizations in the United States. Furthermore, Dr. Keskar also serves on the Advisory Board of the College of Engineering at the University of Cincinnati.

In the past, Dr. Keskar was elected as a member of ISTAT's Appraisers Board of Governors. He was also a member of the Executive Committee of the Indo-American Society.

In June of 1999, Dr. Keskar was honored with the "Distinguished Alumni Award" by the University of Cincinnati for meritorious achievement, recognized stature, and conspicuous success in the imaginative blending of engineering education with highly productive endeavors in industry.

Born on July 25, 1954, in Rajkot, India, Dr. Keskar received his bachelor's degree in mechanical engineering from India with a Gold Medal in 1975. He received his master's and doctorate degrees in aerospace engineering from the University of Cincinnati in 1976 and 1978, respectively. Further, he received his master's of business administration from City University in Seattle in 1987 and was a recipient of the President's Honor Roll. In 1994, he attended the Berkeley Executive Program at the University of California, Berkeley.

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