



Biography

Commercial Airplanes
P.O. Box 3707 MC 03-XW
Seattle, Washington 98124-2207
www.boeing.com

ROBERT LAIRD

Vice President China Sales Boeing Commercial Airplanes

Robert K. Laird is vice president of China Sales for Boeing Commercial Airplanes and was named to this position in February 2001. He has managed a broad and diverse team which has averaged approximately \$4 billion in sales per year. The team had its best year in 2005 selling 120 airplanes to Chinese airlines.

Previously, Mr. Laird was deputy to the vice president and business director for Commercial Sales reporting to Mr. Seddik Belyamani, senior vice president for Commercial Sales. Prior to this assignment he supported Mr. Larry Dickenson, senior vice president – Sales, in a similar capacity for the Asia Pacific region.

Mr. Laird has a broad background in sales and marketing and has worked numerous assignments in the Asia Pacific region as well as Africa. Mr. Laird has been in the sales and marketing organization for more than 19 years and has worked as a sales director, a marketing analyst and as a sales program manager in that time. He joined the Boeing Company in 1981 as a propulsion engineer after working for General Dynamics at the Electric Boat Division in Connecticut as a nuclear test engineer.

Mr. Laird was raised in the Hawaiian Islands. He graduated from Brigham Young University with bachelor's and master's degrees in mechanical engineering. He also obtained a masters in business administration from Seattle University.

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