Biography

MARTIN A. BENTROTT
Vice President – Sales
The Middle East, Russia & Central Asia

As senior vice president, Sales for Middle East, Russian and Central Asia, Marty Bentrott leads a team that is responsible for all of Boeing’s commercial aircraft sales in this region. Having assumed this position in 2007, the team has successfully grown our market share, and sold hundreds of Boeing aircraft. With offices in Moscow, Istanbul and Dubai this diverse team deals with many customers, cultural differences and a challenging market.

Prior to this assignment, Bentrott served as vice president of Sales, Marketing and In-Service Support for the 787 Dreamliner. In that role, he was responsible for working with the 787 customer base to define and develop associated services for the Dreamliner. Prior to that, he served as vice president, Sales and Marketing for Commercial Aviation Services (CAS) from August 2003 to April 2005. In this assignment, he was responsible for leading efforts in the sales and product marketing of CAS products and services.

Previously, as vice president of Customer Support, Bentrott worked closely with airline customers in the Middle East, Africa, Russia and South Asia-Pacific regions to ensure their post-delivery technical, support and solutions needs are met. With that goal in mind, he promoted the Commercial Aviation Services (CAS) effort in the region and served as the senior CAS advocate for customer needs with the business units that make up the CAS organization.

Bentrott has also served as director of Sales Operations, responsible for the management of the Boeing Commercial Airplanes (BCA) production plans and sales skylines. This included the management of the major production rate adjustments following 9-11.

Between 1998 and 2000, he was director of Sales and Marketing Programs for BCA. His responsibilities included providing internal leadership to BCA's worldwide Sales and Marketing organization and managing the organization's yearly business plan.

Bentrott joined Boeing in 1987 in the BCA Contracts organization. He spent eight years in Contracts in a number of challenging assignments, then joined the BCA Sales team in 1995. Prior to joining Boeing, he spent two years with Texas Instruments in Dallas as an engineer.

Bentrott graduated from the United States Military Academy at West Point, N.Y., in 1980 with a bachelor’s degree in engineering. Following completion of infantry and flight schools, he had a number of assignments in the U.S. Army as a pilot, culminating as the commander of the Brigade Aviation Section in Anchorage, Alaska.
Bentrott is originally from Seattle. He is active in the community and enjoys physical fitness training and golf.

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