

## Rishiraj Singh



**Chief Executive Officer**

Rishiraj (Rishi) Singh is the Chief Executive Officer – Advantage Future Tech Company PTE LTD, Singapore & Switzerland. In this role Rishi leads the company's international business portfolio globally. Rishi works very closely with OEM Partners, Governments, Armed Forces, Airlines, Helicopter operators and Business Aviation companies. He also plays a key role in developing the company's aftermarket strategy and network across markets and industry segments. Rishi has been with Advantage Corp. since 2021. Advantage brings exclusive IOT capabilities, futuristic technology solutions and a global reach focused on customer service excellence in Aerospace, Defense, Cyber and Security solutions for the respective industry domains.

Prior to this role he was the Senior Vice President - International for Federal Services Group & Aviation at VSE Corporation. In this role Rishi created and built two greenfield businesses in Singapore and Germany serving both APAC & EMEA Aviation markets whilst securing and winning industry leading OEM distribution programs over \$ 150 Million in value. He was instrumental in achieving significant growth in both market segments as a first for VSE Corp. and thereby building a P&L generating over \$ 35 Million in annualized revenue.

Prior to VSE Corp. Rishi had a long service tenure with Honeywell Aerospace closing and winning over \$ 1.5 Billion in sales globally. He served as the Vice President, Europe, Middle East, Africa, India & Latin America, Defense & Space International for Honeywell Aerospace. In this role Rishi led the company's Defense & Space business teams both in-region and internationally. This team served more than 400 customers, spanning four continents.

Previously Rishi served as Senior Director, Europe, Aftermarket, Latin America and global Channel Partners for Defense and Space International. During his time with Honeywell he has held positions of increasing responsibility. Before moving into the

Defense and Space business Rishi was responsible for the Business and General Aviation OEM and aftermarket activities in Asia Pacific, where he was instrumental in driving customer relationship excellence, growth and a robust aftermarket business. His work with key customers in the region, including Aviation Industry Corporation of China (AVIC) organizations such as Avicopter, was fundamental in establishing relationships and growth in the APAC region. As well as his work in China, Rishi was also charged with growing business in India and provided tactical and strategic leadership for the regional team to achieve customer results. His work on the TPE331 engine program with Hindustan Aeronautics Ltd was recognized with a Honeywell Bravo Platinum Award in 2007 and the President's Award for India, China Excellence in 2008.

Before joining Honeywell, Rishi was involved in the sales of Bell helicopters and Bombardier business jets and has worked with sub-contractors of IAI, Israel for Russian fleet modifications and upgrades, as well as aircraft and helicopter leasing. He is also experienced with corporate flight operations, engine MRO and business jet and general aviation aircraft refurbishment business.

Rishi has lived and worked across three different continents and conducted business in more than 60 countries, with a wide and in-depth understanding of the international defense and aerospace business. He brings with him in excess of 26 years frontline customer facing industry experience. Rishi is a graduate in management studies from Mangalore University, India (Manipal) and completed his schooling at The Doon School, India. He lives in Lausanne, Switzerland with his wife and three children.