

Giorgio Giusti
Deputy Director, External Relations

Giorgio has been Head of Trade Shows and Special Events for Alenia North America since October 2007. He joined Alenia North America in 2005 as the Head of Contracts, preparing the JCA proposal and conducting JCA negotiation of contractual agreements with the company's US partners.

Prior to coming on board at Alenia North America, he had worked for its Italian parent company, Alenia Aeronautica, in Torino from 2001 to 2005 in the roles of Contract Senior Manager (where he was in charge of the Alenia Negotiation Team in Greece for the sale of 12 C-27J Aircraft to the Hellenic Air Force, equalling 500 Mio US\$) and Industrial Compensation Senior Manager (where he was responsible for all Alenia industrial return within customer countries for military export programs such as Eurofighter, C-27J, ATR Maritime Patrol).

Before that, from 1999 to 2001, he worked for Lockheed Martin Alenia Tactical Transport Systems (LMATTS) LLC in Atlanta, Georgia as Contract Manager for the C-27J Spartan. In this role he focused on contract export negotiations with Italian, Australian, Greek and Swiss government procurement agencies.

In previous jobs, he worked for Aeritalia SaipA, which later became Finmeccanica SpA, from 1986 to 1999 in the Commercial Department, where his responsibilities included analysis of the received draft contracts, preparation of the Alenia proposed draft contracts, contract negotiation, preparation and negotiation of other agreements, preparation and support of the commercial and contractual policies, National Military Contracts. He also had stints as the Alenia advisor to the Commercial Financial Legal Group, and Contract Administrator of National Government Tender, Commercial Contracts, International Military Contracts (EF2000-Tornado), and New International Programs.

Giorgio was born in Torino, Italy in 1957. He received his Degree in Law from the Urbino-Pesaro University in 1984 with a specialization in Commercial Law and began his career as a legal attorney in Turin. He is married and has a son.