

KYLE CHRISTOPHER JAMES

Business Development Manager | Bermuda Civil Aviation Authority

Dubai, UAE | Bermudian & British Passport Holder | [linkedin.com/in/kylejamesbermuda](https://www.linkedin.com/in/kylejamesbermuda)

PROFESSIONAL PROFILE

International business development professional with more than 10 years of experience across the public and private sectors, including business aviation, economic development, infrastructure, technology and tourism. Currently serving as Business Development Manager for the Bermuda Civil Aviation Authority, supporting the Authority's international business development strategy and building relationships across Asia, the Middle East, Africa, Europe and other global markets. Experienced in engaging civil aviation authorities, aircraft operators, owners, lessors, manufacturers, technical service providers, professional advisers and government stakeholders. Brings a non-traditional perspective to aviation, combining regulatory understanding with a broader commercial, strategic and economic-development background.

CORE CAPABILITIES

- International Aviation Business Development
- Civil Aviation Authority & Government Engagement
- Aircraft Registry Strategy
- Article 83 bis & International Cooperation
- Operator & Aircraft Owner Engagement
- Market Development & Market Entry Strategy
- International Stakeholder Relationship Management
- Competitive & Market Intelligence
- Conference Representation & Industry Networking
- Strategic Partnerships
- Economic Development
- Policy & Government Engagement

PROFESSIONAL EXPERIENCE

BERMUDA CIVIL AVIATION AUTHORITY | Business Development Manager | May 2021 – Present

- Support and implement the Authority's international business development strategy, with significant market engagement across Asia, the Middle East, Africa and Europe.
- Build and maintain relationships with civil aviation authorities, government stakeholders, aircraft operators, owners, lessors, manufacturers, law firms, financiers, technical managers and other aviation-sector stakeholders.
- Represent the Bermuda Aircraft Registry at major international aviation conferences, industry events, bilateral meetings and market-development initiatives.
- Develop regulator-to-regulator and institutional relationships supporting international cooperation and opportunities for the Bermuda Aircraft Registry.
- Support the development and promotion of aircraft registry solutions, Article 83 bis arrangements and other jurisdictional solutions relevant to international aircraft operations.
- Identify emerging markets and evaluate opportunities through market, industry and competitor research, including benchmarking competing aircraft registries and jurisdictions.
- Work closely with industry stakeholders to understand market requirements, operational challenges and factors affecting aircraft registration and jurisdictional decisions.
- Support aircraft registration activity, including registrations, deregistrations, aircraft mortgages and IDERAs, working alongside the Authority's operational teams.

BERMUDA BUSINESS DEVELOPMENT AGENCY | Business Development Manager, Infrastructure & Technology | 2019 – 2021

Investments Manager | 2018 – 2019

- Developed and implemented business-development initiatives designed to attract international companies, investment, employment and economic activity to Bermuda.
- Led stakeholder engagement across infrastructure, technology, telecommunications, space, renewable energy and hospitality sectors.
- Conducted market research, sector analysis and international business-development activity, representing Bermuda at investment, technology, telecommunications, space, aerospace and infrastructure conferences.
- Worked with government and regulatory stakeholders on policy and legislative initiatives, including Bermuda's National Space Strategy and the Submarine Cable Communications Act 2020.

BERMUDA TOURISM AUTHORITY | Investments Manager | 2015 – 2018

Special Projects | 2014 – 2015

- Led engagement with international hotel investors, developers, brands and tourism-sector stakeholders considering investment in Bermuda.
- Represented Bermuda at international investment and hospitality conferences and co-established an Investor Concierge Service helping developers navigate government processes.
- Seconded to the Ministry of Tourism & Transport to support development of the Tourism Investment Act and Vacation Rental Act.

BOARD & ADVISORY EXPERIENCE

Board Director — The Sloop Foundation | 2024

- Charity Foundation that contributed to the development of students skills through sailing and maritime learning.

Board Director — Bermuda Economic Development Corporation (BEDC) | 2018 – 2024

- Chair, Communications & Engagement Subcommittee; contributed to SME development, entrepreneurship and economic-development initiatives.

Board Director — West End Development Corporation | 2017 – 2021

- Contributed to oversight of land development and infrastructure regeneration projects.

EDUCATION & EXECUTIVE TRAINING

Master of Business | Griffith University, Australia

Bachelor of Business Administration | Temple University, USA

FinTech Programme | Oxford Saïd Business School

Hotel Real Estate Investments & Asset Management | Cornell University

Global Marketing Strategy | Thunderbird School of Global Management