



PrivaSky

BECAUSE TIME CAN BE YOUR BIGGEST ENEMY

Nael Chehab transformed his passion for private aviation into PrivaSky, to which he brought his business insight and experience



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SP How did it all begin?

As a child, I was always fascinated by airplanes; at one stage, I was building and painting plastic scale models as a hobby. At a later time, I started flying R/C airplane and helicopter models. My passion for aviation and its technicalities led me to pursue studies in aerospace engineering which I completed at University of Manchester Institute of Science and Technology, England – which is one of the top universities for Aerospace Engineering in Europe.

At my graduation, I was awarded a national prize for my Masters project - the Sir Frank Whittle Award.

After a placement at Dassault Aviation in Paris (one of the highly recognized manufacturer of private jets, and more specifically the Falcon series), followed by an assignment at TAG Aviation in London, I quickly knew that private aviation

was going to be the world I would leap into. I was drawn into the exclusive, time-saving and fully customizable travel experience that private aviation flying could offer.

SP How did you develop your expertise?

After having received the education and the apprenticeship from the West, I was driven to return to my roots and build my experience and clientele in the Middle East applying to that all my knowledge.

I had started my career at Executive Aircraft Services with a small team and worked over the clock with full dedication to build this company from the ground up. I firstly set-up the aircraft charter business, then we started handling and managing aircrafts and finally setup an entire maintenance facility in accordance with all governing authorities and international safety standards.

Through my 9-year experience, I have accumulated a thorough and well-rounded understanding of all aspects of private aviation.

I developed professional relationships with the private aviation community in the Middle East, Europe and the United States. My expertise grew by working closely with VIPs and clients as well as handling operator and suppliers. Most importantly attending top business aviation exhibitions such as MEBA in the UAE, Ebace in Geneva and NBAA in the USA.

SP What is PrivaSky?

I woke up one morning and realized that employment was no longer my cup of tea. A man with a dream and a passion, from which emerged PrivaSky; a boutique, high end, customized private aviation charter service that covers clients' needs from A to Z.

PrivaSky offers exceptional charter services with aircrafts ranging from very light jets to ultra-long range transcontinental jets to suit each passenger's needs in cost and efficiency. It allows each individual to create his/her own itinerary with time efficiency, luxury and comfort.

In addition to charter services, the company offers aircraft owners a list of management services as well as consultations on sales and acquisitions of private jets from financial simulations to professional advice.

SP Who does PrivaSky cater to?

My business caters to businessmen with busy schedules, regional and multinational companies that need to oversee their network, jet setters who like to spend a winter vacation in the alps or a summer escape on the Greek islands as well as any individual that would like to gain more living by beating time. Flying private is accessible to everyone, the deals that PrivaSky is capable of providing can get everyone a boarding pass to take off on a private jet.

My clients are big institutions, banks, high net-worth individuals, and friends wanting to split the cost over a weekend trip to Mykonos or head to the most exotic wedding destination.

10 THINGS ABOUT NAEL CHEHAB

1- Who is Nael Chehab

Athlete, warrior, friend, lover of nature

2- What's your challenge

To keep striving

3- Your hobbies

Road cycling, running, crossfit and reading

4- Three things you can't live without

My phone, my clients, my health

5- Favorite quote

"The most depraved type of human being is a man without a purpose" Ayn Rand

6- Your day starts with:

Getting my heart rate up with a challenging workout, no other way to start the day

7- If you were to watch TV:

National Geographic, Formula 1 weekends, History Channel

8- Your favorite business Jet:

Falcon 2000LX

9- A great book:

Ayn Rand's Atlas Shrugged

10- Your vacation of choice:

The alps in the summer, and California year round!

SP Why fly with PrivaSky versus other private aviation companies?

I believe that the ultimate luxury is personalized care. When a client calls to begin his journey Nael Chehab is there to answer the call and will be behind every step of the way.

SP What is the engine behind your work?

I am passionate and driven through integrity and efficiency. As well as my wife who inspires and fuels my drive.

SP What are the challenges of this job?

The main challenges are answering and providing a solution to clients' last minute requests, such as a change in destination an hour before planned departure time or finding an immediate replacement aircraft if a technical issue arises before a flight. Thankfully, the latter happens rather infrequently.

Other challenges are short notice flights whereas clients request to fly in the upcoming hour because they either have an emergency or for a last minute meeting to close an important business deal.

With these challenges comes a lot of excitement, an aim to always find the most cost-effective solution on the best suited aircraft for the journey.