



# Biography

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Boeing Capital Corporation  
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**DANIEL C. DA SILVA**  
**Vice President Strategic Regulatory Policy**  
**Boeing Capital Corporation**



Daniel da Silva is vice president of Strategic Regulatory Policy for Boeing Capital Corporation (BCC), a wholly-owned Boeing subsidiary that is primarily responsible for arranging, structuring and providing financing for Boeing airplanes and products. He was appointed to the position in June 2015.

In this role, da Silva is the senior executive focused on policy and regulatory issues associated with the aircraft financing mission of BCC. He also serves as the co-Chairman of the Aviation Working Group (AWG), a not-for-profit industry organization dedicated to improving the global regulatory environment for aviation finance and aircraft trading.

Previously, da Silva was vice president of Modification and Conversion Services for Boeing Commercial Airplanes, with profit-and-loss responsibility for all modification programs including avionics, flight decks, interiors and freighter conversions.

Prior to this assignment, da Silva led Freightler Conversions for three years. Boeing Freightler Conversions offers a wide range of innovative solutions for passenger-to-freighter and combi-to-freighter conversions of McDonnell Douglas and Boeing airplanes.

Da Silva also served as vice president of Global Sales and Marketing for Boeing's commercial services division, leading worldwide sales and marketing for group's products and services. He has also held the positions of vice president of Customer Support for Europe, based in Brussels, Belgium,

and vice president of Sales for Latin America and Caribbean, in charge of sales of Boeing aircraft in that region.

A native of Brazil, da Silva has extensive experience in engineering, sales, marketing and aircraft finance in commercial aviation. He began his career as a flight test engineer for Embraer. Within a year he moved to marketing as a sales engineer. He joined Douglas Aircraft Company in 1990 as a sales engineer. In 1993, he was named regional director of marketing and became director of sales a year later. He joined Boeing as a sales director for Latin America in 1997, following the Boeing-McDonnell Douglas merger.

Da Silva received his aeronautical engineering degree in 1989 from the ITA Technological Institute of Aeronautics and has completed programs focused on finance, strategy and leadership from the American Management Association and MIT Sloan School of Management. Born in Paris, da Silva grew up in São José dos Campos, Brazil.

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