

Air Commodore (Ret'd) Glen Steed, Head of Business Development and Strategic Planning, Qantas Defence Services Pty Ltd

Mr Glen Steed is Head of Government & Regulator Affairs, Qantas Airways Limited. He is responsible for developing the policy and political framework for promoting the operational interests of the Qantas Group in its on-going relationship with the Federal Government and its specialised regulatory agencies. His responsibilities include activities relating to airports; security; facilitation; CASA; Air Services Australia; the ATSB; and ICAO. His role is also responsible for developing and maintaining close relationships with the Defence Organisation across a range of on-going policy and operational issues which have a direct impact on the Qantas Group. Prior to his current appointment, Mr Steed held a number of appointments in Qantas Defence and Aviation Services, including Head of QDS and Head of BD & Strategic Planning. Mr Steed's 34 year career in Aviation & Aerospace includes 29 years serving in the RAAF, and three years as Director BD & Strategic Planning for CAE Australia. His RAAF service culminated in his promotion to Air Commodore and appointment as Commander Air Lift Group. In this appointment he was responsible to the Chief of Air Force for the operation and capability management of the RAAF's airlift and air-to-air refuelling force. This included the ongoing capability management of the B707, C130H, C130J, DHC4, BBJ-737 and CL-604 fleets of aircraft, as well as the transition into service of both the C-17 and KC-30A MRTT aircraft. Mr Steed has over 5000 hours flying a range of turboprop and jet transport and training aircraft, including over 1200 hours flying instruction. Other command appointments were 34 Squadron and 86 Wing. During his instructional tour at the Central Flying School he served as leader of the RAAF Aerobatic Team, 'the Roulettes'. He has also served in joint and coalition commands. In February 2003 he deployed to the Middle East as commander of Australia's Combat Air Lift Unit, and in December 2004 he was appointed commander of the Joint Task Force in response to the Sumatra tsunami. During his time with CAE Australia, Mr Steed was responsible for the award of a number of major contracts including C130, MRTT, and MRH90 training systems, as well as commercial simulator devices for airlines including Qantas, Virgin Blue and Air New Zealand. His BD team was responsible for the award of over \$400 million dollars worth of military and commercial orders, for the three years Mr Steed worked with CAE. Mr Steed is a graduate of the Australian Defence College and has a Masters in Arts (Strategic Studies), a Bachelor of Science and Graduate Diplomas in Business Management and Military Aviation. He is also a Member of the Australian Institute of Company Directors. He is married to Diane and they have two daughters aged 28 and 26.