



ANTHONY TIVNAN

**PRESIDENT AND CO-OWNER
OF MAGELLAN JETS**

BIOGRAPHY

Anthony Tivnan, President and Co-Owner of Magellan Jets, was solidified as a major player in the world of private aviation long before the company's launch, in 2008.

In 2002, a novice to the aviation industry, Anthony made his mark at Jets International. As a member of the sales team, he was quick to become a prominent leader and mentor. After years of leadership and record-breaking sales history, Anthony was eventually appointed as the Executive Vice President. He also managed their retail sales department and sales teams in both Massachusetts and New York City.

Through his leadership, Magellan Jets has seen incredible growth since its inception. In the last four consecutive years, Magellan Jets has been awarded by the Boston Business Journal as one of Massachusetts Fastest Growing Companies, and has made the Inc. 5000 five years consecutively.

Anthony works closely with Magellan Jets marketing and sales divisions to strengthen the brand name and innovate the way Magellan clients utilize business jets. Magellan Jets was the first company to appear on iTunes with their Private Jet Search App, allowing users to search, book and sign for a charter in a matter of minutes all from a smartphone device. The innovation doesn't stop there; Magellan Jets was also the first jet card provider to launch a Wi-Fi Jet Card for business travelers. With his sales background, Anthony is the ideal candidate to translate the client's needs and expectations into results. Anthony strives to create and retain strong customer and vendor relationships through his belief in personal attention and open communication. He truly executes the entire operation; from creating the product line, to reaching the audience, to obtaining the trust of each and every client he works with.

"There is much more to be done and of course, the journey to perfection via continuous improvement never ends"

- Anthony Tivnan



Anthony was recently featured by *Boston Magazine* as one of "10 Boston Men of the Moment."

SPEAKING HIGHLIGHTS

- As an expert regarding aviation safety during ACSF's annual symposium at NTSB Training Center in VA
- At Luxury Daily's LuxeCX 2019
- On a Camp Harbor Panel for local students, hosted by Boston College and Camp Harbor View
- On the Transportation Panel during BostInno's State of Innovation Conference
- At the Aviation Fraternity National Conference
- At Harvard University and Bentley College
- As an aviation expert on Fox 25 and other news broadcasts

SPEAKING TOPICS

- Entrepreneurialism
- Business aviation
- Innovation

THOUGHT LEADERSHIP

CEO WORLD

Anthony's byline on recession-proofing your business was published here in CEO World magazine where he talks about the possibility of a recession in 2020, and how it seems like common sense that businesses would be wise to cut back on big expenses. But instead of waiting for a financial crisis, Magellan Jets propose that making moves now can make any organization more agile and profitable during both growth and shrinking economic cycles. A few examples of why it is counter-productive to cut back on private aviation travel include:

- 42% of high-value clients leave their current provider of business services when in-person engagements were cut from the schedule.
- When budgets are tight and economic pressure is high, prospects that were engaged in-person were twice as likely to become customers than prospects that were engaged with electronic or other telepresence.
- Companies that re-deployed their travel dollars into appropriately scaled and well-managed private aviation portfolios grew twice as fast post-recession as companies that had eliminated their business aviation solutions.

READ THE FULL ARTICLE:

➤ ["Three Things Every Business Leader Must Do To Prepare Their Private Aviation Portfolio For Economic Uncertainty" for CEO World](#)

READ THE FULL ARTICLE:

➤ ["Anthony Tivnan on the past 10 years of private Aviation" for Elite Traveler](#)

ELITE TRAVELER

Elite Traveler magazine featured Anthony's piece on how the jet market has evolved over the past 10 years, and his insights as an expert in the industry on future trends he's seeing.

ABOUT MAGELLAN JETS

Magellan Jets has also been featured in [Inc. Magazine](#), [Business Jet Traveler](#), [BARRON'S](#), [CNBC](#), [CNN](#), [Entrepreneur](#), [Forbes](#), [Fortune](#), [The Boston Globe](#), [The New York Times](#), and [The Wall Street Journal](#), amongst others.

Magellan Jets is a Boston-based private aviation provider built on a foundation of integrity, reliability, and trust. Founded in 2008, Magellan Jets' innovative solutions for life model offers jet-specific memberships and on-demand charter services designed to provide the freedom and exceptional personalized service that private travelers expect. Magellan Jets and its FAA-licensed Flight Support team ensure that every detail is tailored to exceed expectations. Safety, security, and an uncompromising focus on hospitality combine with the most exclusive network of aircraft in the skies to let travelers experience private aviation the way it was meant to be, purely private. Magellan Jets sits on the same side of the table with its customers, and by adding value to their travel solutions, builds long-lasting relationships.



BOOK ANTHONY TIVNAN

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