

Jeffrey L. Johnson

Vice President, Boeing International

President, Boeing Middle East

Jeffrey Johnson was appointed president of Boeing Middle East in March 2011. He is responsible for Boeing growth and productivity objectives and initiatives across the Middle East region, working closely with Boeing Saudi Arabia president Ahmed Jazzar.

Johnson leads companywide activities that include government affairs and the development and implementation of the Boeing Middle East strategy, focusing on new business and industrial partnership opportunities, corporate citizenship projects, expanding the Boeing presence and strengthening company relationships with customers and other stakeholders. He also pursues opportunities to take advantage of intellectual, industrial and financial capabilities that exist across the region.

Johnson, who is based in Dubai in the United Arab Emirates, reports to Marc Allen, president of Boeing International.

Prior to his appointment, Johnson was senior director of Global Strike Business Development for Boeing Defense, Space & Security (BDS) from November 2009. In this assignment, he managed all sales, marketing and business development activities for the Global Strike portfolio including the F/A-18, F-15, F-22, AH-64 and AH-6.

He previously served in other leadership positions within BDS Business Development as senior director for the Middle East and Africa region and as director for the Americas and Africa region. In this capacity, he led key sales campaigns to Saudi Arabia, the UAE, Qatar, Egypt, Canada and Chile, and significantly increased market presence in the Middle East and in Africa and Latin America.

Johnson joined the core BDS Business Development staff in 2000 as senior manager for Mediterranean Business Development. In this function, he led sales and business development activities in Greece, Turkey, Spain, Portugal and Italy and executed major sales campaigns for the Apache, 767 Tanker, C-130 AMP, JDAM and Harpoon.

He joined the company in 1982 and has served as business development manager for Weapons Programs, advanced development manager for the Harpoon/SLAM program, and Harpoon program manager for Australia. Prior to those assignments, he worked in Design Engineering, Electronics Design and Manufacturing, System Engineering, Flight Test Engineering and Program Management.

Johnson has business development experience in more than 40 countries with demonstrated expertise in nurturing excellent customer relations around the world. His combined expertise in business development and systems engineering has provided the necessary background to introduce three major product developments to the market and pioneer strategic teaming agreements with global industry around the world. His expertise includes weapons integration on 15 different aircraft types, ships and submarines. He received a patent in 1996, with a licensing agreement in 1998.

Johnson holds a Bachelor of Science degree in electrical engineering from Iowa State University (cum laude), and an Executive Master International Business degree from St. Louis University. Johnson received the General Motors scholarship while attending Iowa State and has previous work experience at GM in Detroit and Rockwell Collins in Iowa. He also earned the prestigious Eagle Scout award and has remained active in community service programs.