

AJW Group appoints Mark McConnell as Business Development Manager for Europe



Mark McConnell, Business Development Manager for Europe, AJW Group

[AJW Group](#) has announced the appointment of Mark McConnell as Business Development Manager for Europe, working alongside Alexander Paul to strengthen AJW's market presence in the region. Drawing on nearly four decades of customer-facing experience and a strong engineering background, McConnell will work collaboratively with Paul and the broader Business Development Team to lead AJW's strategy across the continent, nurturing key customer relationships and driving sustainable growth.

The appointment represents a significant strategic advantage for AJW's European customer base, the company said in its May 14 press release. McConnell brings extensive commercial expertise, deep industry insight and an established network of contacts and connections that will complement the existing team's capabilities and strengthen AJW's ability to serve the region with both technical acumen and strategic business support.

European operators and MRO partners now have direct access to a dedicated business development resource with proven expertise in aircraft component sourcing, supply chain solutions, and long-term partnership development.

"We are delighted to welcome Mark McConnell to the AJW Group team as our Business Development Manager for Europe," said Nick Ward, SVP Global Sales & Business Development, AJW Group. "Mark's deep industry knowledge, combined with his proven track record in customer relationship management and business development, makes him an ideal candidate for this role. His strategic approach and commitment to excellence will strengthen our presence and drive growth across the European region."

As a qualified aircraft manufacturing engineer with extensive commercial experience, McConnell brings a combination of technical credibility and business acumen. His established networks and connections across the European aviation sector position AJW to deepen customer relationships and identify new growth opportunities.

"I am excited to join AJW Group and represent the organisation across Europe," said McConnell. "AJW's reputation for reliability, technical excellence and customer-centric service is well-established. I look forward to leveraging my industry experience and networks to strengthen partnerships and drive mutual growth across the region."