# VICTOR VIEIRA DOS SANTOS

## Market Research and Forecasting Manager, Embraer Commercial Aviation



Victor is the Market Research and Forecasting Manager at Embraer Commercial Aviation, responsible for mid- and long-term market strategy and forecast.

Victor has been working at Embraer for 10 years. He started as a market analyst in the Market Intelligence Department where he supported the development of regional market understanding for North and Latin America, identifying and developing new business opportunities. Later he became Senior Strategist responsible for competitive positioning, strategic marketing initiatives and assessment of market demand for current and new products.

Victor holds two bachelors, in Business Administration and International Affairs, as well as an MBA in Marketing.

Victor lives in Sao Jose dos Campos, Brazil, with his wife and son.