

Market Leader Spotlight:

Michael Barber

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Executive Summary:

Michael Barber serves as Managing Director and Vice President of Sales Operations at jetAVIVA, bringing extensive aircraft brokerage experience and deep expertise in the super midsize aircraft market. With more than \$100 million in completed aircraft transactions since 2022, Michael plays a key role in guiding buyers and sellers through complex transactions while also strengthening jetAVIVA's sales organization through leadership, mentorship, and operational development.

Key Takeaways:

- Michael Barber is the Managing Director and Vice President of Sales Operations at jetAVIVA. In addition to leading aircraft transactions, he supports the performance and development of the sales organization by improving collaboration, refining internal systems, and mentoring sales professionals.
- Michael specializes in the super midsize aircraft segment, with particular focus on the Bombardier Challenger 350 / 3500 series and the Gulfstream G280. He also has transaction experience spanning multiple aircraft categories and manufacturers..
- Michael brings deep market intelligence, technical expertise, and extensive aircraft brokerage experience to every transaction. Clients value his professionalism, responsiveness, clear communication, and commitment to helping them make informed and confident decisions. His leadership experience and understanding of the evolving super midsize market also help jetAVIVA provide strategic guidance to buyers and sellers.

Related Information:

[jetAVIVA Team](#)

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About 

Founded in 2006, jetAVIVA is a globally recognized private jet broker and private jet expert, celebrating 20 years as a leader in turbine aircraft sales and acquisitions. Having supported thousands of clients in over 40 countries, jetAVIVA consistently ranks among the top firms for private jets for sale and business jets for sale by total transactions. The company specializes in representing buyers and sellers across the full spectrum of aircraft, including light jets for sale, super-midsize platforms like the Challenger 350 for sale, and large-cabin aircraft such as the Gulfstream G550 for sale. jetAVIVA provides comprehensive, expert guidance on how to buy a private jet, how to sell a private jet, and how to maximize value throughout the entire ownership lifecycle.