

Derek O'Reilly

Country Manager | Universal Aviation Australia

UNIVERSAL® EMPLOYEE SINCE 2011

Dedicated Leader. Operational Expert. Calm Under Pressure.

- 14 years' experience in business aviation with a background in finance and IT before transitioning to operations
- Leads Universal Aviation Australia with a focus on service simplicity, customer care, and operational precision
- Known for solving challenges quickly and turning obstacles into smooth arrivals
- Proud member of the Australian Business Aviation Association, advocating for local industry success
- Respected for creating a seamless experience—from runway to curb—for visiting VIPs, Heads of State, and Royal Families

Career Highlights

- Guided Universal Aviation Australia's support for high-profile missions, including Royal Family and government flights
- Known for excellence during complex, high-traffic events and handling multiple organ transfer missions
- Recently spoke as a subject matter expert on Australian ground handling operations
- Notable moment: supporting the safe return of pets to Australia during COVID via a privately arranged charter



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Philosophy & Personality

- Leads with transparency, integrity, and by example
- Finds satisfaction in hearing clients say, “I wish every arrival was this easy”
- Calm and collected when challenges arise, always seeing opportunities to serve better
- Believes in this daily mantra: “Try and do one good deed per day”

Fun Facts

- Favorite aircraft: B747 nicknamed “Snowbird”
- Most memorable moment: Meeting a member of the Royal Family during a handling
- Most memorable VIP request: Tracked down a rare Australian crisp in a specific size—mission accomplished and one happy snacker
- Once lent his own cufflinks to a client before a major meeting
- Passionate about fitness and enjoys home renovation projects



WHAT MOTIVATES ME?

“ Our team is your first impression of Australia—and we make it count.



An Evans Aviation Company