



David Sales FCII CAIP

David is a Chartered Insurance Broker and has worked in the London insurance market since leaving school. He specialises in the aviation sector of the industry and is a Certified Aviation Insurance Professional (CAIP).

During his career, David has held senior executive roles on both the underwriting and broking sides of the business. Currently, David is an Aerospace Director of a Lloyds Insurance Broker with responsibility for production and marketing worldwide with particular emphasis on the US.

In 2015 David served a 2-year term as President of the US based Aviation Insurance Association (AIA) having previously been its International Director.

Having a strong passion for education, David has had a long and distinguished relationship with the Chartered Insurance Institute (CII). He is a Fellow of the CII and for several years has assisted on the examinations side as a subject matter expert and is the technical editor of the aviation insurance textbook. For over 10 years he chaired the Aviation Committee of the Insurance Institute of London. In 2012, David was the recipient of the CII Exceptional Service Award.

David also served as a non-executive Director on the Board of the CII from 2009 to 2014 and was a member of the Nominations Committee.

David has additionally, since 2001, been a member of the Aviation Executive of the now London & International Insurance Brokers Association and Chairs its Aviation Claims Subcommittee.

Other City of London related interests include membership of the City Livery Club and the Aldgate Ward Club, where David is Junior Vice President elect.

David's other passion is politics and, early in his career, David was elected to Castle Point Borough Council where he served for 12 years with 'cabinet' responsibility. He was Chairman of the Borough's Environmental Health committee having, amongst other things, day to day oversight of the refuse collection and the provision of public lavatories. Both particularly thorny topics amongst the Borough's constituents at the time, which kept him busy and also convinced him that the Insurance industry posed a more suitable calling for his talents!

His pastimes include swimming and recreational golf as well as Football. As a long-term supporter of Charlton Athletic Football Club, he attended his first match on top of his Grandfathers shoulders.

David is married to Karen and between them, they have 6 children and a rapidly rising number of grandchildren.

David has been a member of the Worshipful Company of Insurers since 2008 and has sat on Court since 2015.