

Customer-centric Coleman earns IADA broker status

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The IADA broker examination measures the skill and competencies that are required of aircraft brokers in order to effectively conduct their work. Dave Coleman, who prioritises caring for customers, has passed muster.



Dave Coleman has 30 years of industry experience.

Duncan Aviation's Dave Coleman has been certified as an IADA-Certified aircraft sales broker. “We are very pleased to include Dave in the ranks of our certified brokers,” says IADA executive director Wayne Starling. “He joins an elite group of professionals who have passed a rigorous independent evaluation to achieve recognition as a highly skilled broker at the top of his game.”

The IADA recently moved toward full professional accreditation for aircraft dealer organisations and their individual representatives. A rigorous certification examination for brokers was developed and is managed by Joseph Allan Aviation Consulting. The broker examination measures the skill and competencies that are required of aircraft brokers in order to effectively conduct their work. Joseph Allan has experience in curriculum development as well as the development and management of examinations measuring knowledge-based competencies.

“Meeting the IADA broker certification standard reinforces the performance and standards I set for myself and what my clients have, and will continue to experience, as a customer,” says Coleman. “Getting the deal done is important, but caring for the customer and ensuring the best result for their unique situation is the most important. IADA has set a standard for the brokerage industry, a standard that fits with Duncan Aviation's own code of ethics.”

With 30 years of experience in the aviation industry, Coleman brings a wealth of knowledge to Duncan Aviation's aircraft sales and acquisitions team. As a pilot himself who soloed on his 16th birthday and obtained his first type rating at age 22, he understands the nature of the relationship between owner and aircraft. He is a current ATP-rated pilot with nearly 7,000 hours of flying time in over 40 aircraft models including type ratings in turboprops, jets and seaplanes.