



Fredrik Gustafson, Head of Group Business Development at Saab AB

Mr. Gustafson has over 30 years of experience in the defence sector and in marketing and sales in Sweden, Latin America and Europe. He has served as Head of Marketing and Sales at a number of areas within Saab.

Prior to becoming Head of Group Business Development, Fredrik was previously Head of Marketing and Sales at Saab's Kockums business area, which focuses on Saab's naval and maritime portfolio.

Fredrik joined Saab in 2000 and in his time at the company has had a variety of roles focusing on marketing and sales. These included managing Gripen campaigns in Norway and Brazil, and more recently as Senior Campaign Director in the Netherlands and Head of Marketing and Sales for Saab Kockums.

A fluent Spanish speaker, Fredrik has also been Managing Director of Saab in Chile, Head of Marketing and Sales for Latin America, and later Head of Region Latin America.

Before joining Saab, Mr. Gustafson spent 12 years in the Swedish Air Force, leaving with the rank of Lieutenant. He was a Technical Officer at the F6 and F10 air force wings and graduated from the Swedish Air Force Officers' Academy and the Swedish Air Force Technical School, before later studying at the Swedish Air Force War College. He has also spent two years volunteering in Bolivia as an aviation mechanic and working with social programs.

Mr. Gustafson has also studied at the University of Lund and University of Örebro.