



**Gabriella Lapidus**  
Chief Commercial Officer, Amedeo

## Gabriella Lapidus

Chief Commercial Officer,  
Amedeo



**“I can recall the energy and excitement of closing a \$600 million widebody aircraft deal .... It was incredible... People in the aircraft leasing space will know this sensation is kind of addictive! Years and countless deals later, the energy of closing a deal is still very motivating.”**

Gabriella Lapidus is one of the principal shareholders and chief commercial officer (CCO) for international commercial aircraft leasing and management firm Amedeo. In her role as CCO, Gabriella is responsible for leading the commercial strategy of Amedeo's \$2bn asset investment firm. Gabriella has been part of the Amedeo team since 2014 and has held various roles within the organisation, including: executive vice president, head of trading, sales and strategic partnerships; svp trading and equity capital markets; and vice president commercial & trading.

Immersed in the aviation finance world from a young age, Gabriella developed a natural affinity for international aviation transactions—first

observing, then actively participating in them. This fuelled her desire to be commercially focussed and deal-driven.

“I can recall the energy and excitement of closing a \$600 million widebody aircraft deal and then co-leading the capital raising for this particular transaction,” says Gabriella. “It was incredible to be involved in all stages of the transaction and working with our great team. People in the aircraft leasing space will know this sensation is kind of addictive! Years and countless deals later, the energy of closing a deal is still very motivating.”

As the aircraft leasing space continues to grow, so too does the competition, and as a result, Gabriella says it can be easy for the industry to feel commoditised.

“To avoid commoditisation, specialisation is key,” she explains. “As an individual, and Amedeo as an organisation, we have always been and continue to be specialised in widebody aircraft.”

She adds that having a team of people that know your business, assets, and clients' needs will “ultimately be the factor which separate the winners from the losers”.

Gabriella's forward-thinking leadership has been recognised by her colleagues, who have described her as a visionary and dynamic leader. She has played a central role in onboarding new investors, leading multi-client and multi-fund capital raises, and positioning the business for sustained growth.

Further demonstrating her adaptive mindset, Gabriella says the aviation industry must continue to innovate to stay ahead.

“Stagnation is not an option,” she says. “Technology, such as artificial intelligence, will soon touch all parts of what we do. These innovations must always stay true to our founding principle, that aviation is a relationship-centric industry. We saw during the pandemic that video calls became the common practice, but they could never replace the interpersonal connections of being in the same room as your counterparty.”

Gabriella says she is hopeful that the industry will retain people and relationships at its core as the industry ushers in greater technological advances to create efficiencies.