

Hendrik Phillips serves as Air Defence International Sales Director at Airbus Defence and Space, part of the Airbus group.

In this role, he is responsible for the international sales strategy and business development of air defence solutions, working with governmental and institutional partners across multiple regions. His portfolio includes the promotion and deployment of integrated air and missile defence systems, contributing to enhanced security and resilience in an evolving global threat environment.

With extensive experience in the defence and aerospace sector, Hendrik Phillips has developed strong expertise in strategic sales, international partnerships, and complex program development. His work involves close collaboration with defense ministries, industry stakeholders, and multinational organizations to deliver tailored solutions aligned with national security priorities.

He is actively engaged in international defence dialogues and industry events, contributing to discussions on air defence capabilities, interoperability, and technological innovation.