

BIOGRAPHY



**Tiphaine
Louradour**

President, Global
Commercial Sales

Tiphaine Louradour is the president of Global Commercial Sales (GCS) for United Launch Alliance (ULA), a premier launch service provider for commercial, government and civil customers. In this role, Louradour has responsibility for all worldwide commercial marketing activities including business development, competitive intelligence and sales.

Prior to taking the lead for ULA's commercial sales, Louradour worked commercial sales in partnership with Lockheed Martin Commercial Launch Services. During that time, she represented ULA's interest in the commercial market, fostering strong customer relationships and representing ULA at key industry events. Since joining ULA in 2007, she has held a number of positions of increasing responsibility in finance, risk management, strategy and commercial sales and marketing.

Louradour began her career working for top-tier, global consulting firms and other companies in the telecommunications, publishing and healthcare industries where she gained international business experience and held a variety of leadership positions.

Louradour earned a degree of general studies in economics and a *Maîtrise des Sciences de Gestion* (business master's degree) in 1994 from the University of Paris-Dauphine. In 1996, she obtained a master's in business administration from the University of South Florida.



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