



Dr. Andreas Kraus

Associate Partner

Dr. Andreas Kraus is responsible for our activities in the European market and heads our Commercial solution group. Andreas specializes in strategy development and optimization in Sales & Distribution, Marketing, Revenue Management & Pricing as well as Product Management and CRM for passenger and cargo carriers. Since joining us in 2000, he has taken the lead in consulting projects to get start-up airlines off the ground and keep established ones in Germany, Saudi Arabia, the Mediterranean, Mexico, Russia, the U.A.E, and the Far East in the air as well as profitable and reliable. His expertise extends to other facets of airline operations as well, such as aviation fuelling, and air service development projects for airports. Carriers he has worked with include Philippine Airlines, Tunisair and EgyptAir.

Andreas began his consulting career, with a focus on supply chain optimization, while completing his degree in Business Management and Economic Geography in 1995. In 1996, the Federation of German Industries (BDI) in Berlin appointed him its Aviation Policy Manager. It is in this capacity that he was elected Secretary General of the German Air Shippers' Council, where he lead the counterpart group to airlines and airports in developing solutions for the air cargo industry. In 1998 he was nominated to the Air Cargo Advisory Board of Fraport.

Dr. Andreas Kraus holds a PhD from the University of Cologne and his working languages are English and German. He also speaks Spanish and French.