



Philip Rauchhaus

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## **Lufthansa Cargo appoints Philip Rauchhaus Head of Region DACH & KAM EMEA**

Philip Rauchhaus will take over the position of Head of Region DACH & KAM EMEA as of the next possible date. In this role, the former Head of Sales Frankfurt will coordinate and manage the markets of Germany, Austria and Switzerland as well as key account management for the regions of Europe, the Middle East and Africa. Oliver von Goetz and Dr. André Schulz will remain in charge of the Europe and Middle East and Africa sales regions.

With a degree in business administration, Philip Rauchhaus joined Lufthansa Cargo sales in 2009 and after a short time took over the position of Head of

Handling, Process and Quality Management Germany. This was followed by the position of Head of Revenue Management in 2014, before he was appointed Senior Director Market and Network Planning in 2017. Since 2022, he has been responsible for sales at Lufthansa Cargo's home hub as Senior Director Sales Frankfurt.

"With Philip Rauchhaus, we are delighted to have gained an experienced manager for this position who knows the air freight industry inside out. Thanks to his expertise within the company and the experience he brings with him, he will provide new impulses in the marketing of our airfreight capacities and the cooperation with our customers, especially in our home market," says Ashwin Bhat, CEO of Lufthansa Cargo.

Previously, Achim Martinka headed the German sales department, before he left the company at his own request on 31 October, 2023.

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## **Lufthansa Cargo AG**

With revenue of 4.6 billion euros and a transport performance of 7.2 billion freight ton kilometers in 2022, Lufthansa Cargo is one of the world's leading companies in the transport of airfreight. The company currently employs around 4,100 people worldwide. Lufthansa Cargo's focus is on the airport-to-airport business. The route network covers around 300 destinations in more than 100 countries, using both freighter aircraft and cargo capacity from passenger aircraft operated by Lufthansa, Austrian Airlines, Brussels Airlines, Discover Airlines and SunExpress, as well as trucks. The majority of the cargo business is handled via Frankfurt Airport. Lufthansa Cargo is pursuing the goal of becoming the world's most environmentally friendly cargo airline. To achieve this, the company relies on state-of-the-art technologies and constant investments in the area of sustainability. In 2022, important milestones were reached, such as the investment in the continuous expansion of the B777F fleet, the expansion of short- and medium-haul networks with A321 freighters, and the continuation of the Sustainable Aviation Fuel program. In 2023, Lufthansa Cargo plans to successively equip its B777F fleet with Sharkskin technology, implement further digital services and contribute to reducing CO2 emissions through sustainable logistics solutions. Lufthansa Cargo is a wholly owned subsidiary of Deutsche Lufthansa AG and the specialist for the logistics business of the Lufthansa Group.

## Contacts



### **Nicole Mies**

Press Contact

Head of Communications & Corporate Social Responsibility

[press@lufthansa-cargo.com](mailto:press@lufthansa-cargo.com)



### **Lufthansa Cargo Media Hotline**

Press Contact

[press@lufthansa-cargo.com](mailto:press@lufthansa-cargo.com)

+49 69 696 72435



### **Katharina Stegmann**

Press Contact

Spokesperson

[katharina.stegmann@dlh.de](mailto:katharina.stegmann@dlh.de)

+49 69 696-72508



### **Julia Leukel**

Press Contact

Spokesperson

[julia.leukel@dlh.de](mailto:julia.leukel@dlh.de)

+49 69 696-660138



### **Jan Paulin**

Press Contact

Spokesperson

[jan.paulin@dlh.de](mailto:jan.paulin@dlh.de)

+49 69 696 10274