



f.l.t.r.: Dr. André Schulz, Stephanie Abeler, Oliver von Götz, Marcel Kling

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Lufthansa Cargo reorganizes Sales Regions and enhances Digital Sales function

- **Streamlining from seven to five Sales Regions worldwide**
- **Digital Sales defined as a key customer-facing function**
- **New appointments to management positions**

Lufthansa Cargo's Product and Sales department will see both personnel and structural changes effective November 1, 2022. These adjustments serve strategic purposes: From now on, seven sales regions are mapped into five, which will enhance the focus on the customer, simplify the structure to increase speed to market and support the new phase of growth of Lufthansa

Cargo. The changes foresee both new appointments of personnel and adjusted responsibilities:

The sales regions of North and South America will be merged into one region Americas. **Stephanie Abeler**, formerly Head of “Sales & Handling Midwest USA”, takes over the responsibilities of the newly created region. Stephanie Abeler continues to be based in Chicago.

The **Eastern & Northern Europe and Western Europe** regions, which were previously managed separately, are now managed as **a single European region** in the future. New at Lufthansa Cargo, **Oliver von Götz** is responsible for this region as Head of “Region Europe LCAG”, replacing the previous jobholders Annette Kreuziger and Thomas Egenolf. Prior to joining Lufthansa Cargo, Oliver von Götz was Head of “Corporate Airline Strategy and Business Development Lufthansa Airlines” within the Lufthansa Group. He is based in Frankfurt.

The previous **region of Middle East & Africa will be expanded to include the markets of South Asia & the CIS region**. As of now, this region is headed by **Dr. André Schulz** as Head of “Region Middle East, Africa, South Asia & CIS”. He is based in Frankfurt. Previously Dr. André Schulz was General Manager Southern and East Africa in Johannesburg at Deutsche Lufthansa AG.

Achim Martinka, who has headed Lufthansa Cargo's German sales as Vice President Germany since summer 2019, has expanded his area of responsibility to include the markets Austria and Switzerland, thus leading the newly created **DACH sales region**.

The structure of the **Asia Pacific** region under the responsibility of **J. Florian Pfaff** from Singapore remains unchanged, except for the future management of the South Asia market region by Dr. André Schulz.

Digital Sales, which was previously a head office function, is now enhanced and defined as a customer-facing function. Digital Sales is led by **Marcel Kling**.

All managers of the Sales Regions as well Digital Sales will report to Ashwin Bhat, the Chief Commercial Officer of Lufthansa Cargo.

"The mergers of regions as well as the new appointments are vital adjustments for us to combine our strengths, exploit synergies and thus respond even better to market trends. Internally, we are simplifying our process structures, and externally we continue to be a strong partner for our customers. I am happy that we could attract and nominate new managers from within the Lufthansa Group. With their experience and diverse knowledge, I am confident we will continue to enrich Lufthansa Cargo's leadership in the air cargo market in the years ahead. I would like take the opportunity to thank the previous jobholders for their leadership and contribution to the success of Lufthansa Cargo in the last years", emphasizes Ashwin Bhat, Chief Commercial Officer of Lufthansa Cargo.

Lufthansa Cargo AG

With a turnover of 3.8 billion euros and a transport performance of 7.2 billion freight ton kilometers in 2021, Lufthansa Cargo is one of the world's leading companies in the transport of airfreight. The company currently employs around 4,200 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, Eurowings Discover 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 sustainable cargo airline. To achieve this, the company relies on state-of-the-art technologies and continuous investments in the area of sustainability. In 2021, important milestones were reached, such as the fleet modernization to an all-B777F fleet and the introduction of completely CO₂-neutral freight transport for all customers. In 2022, Lufthansa Cargo plans to successively equip its fleet with Sharkskin technology and expand its Sustainable Aviation Fuel program to further reduce CO₂ emissions. 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



Lufthansa Cargo Media Hotline

Press Contact

press@lufthansa-cargo.com

+49 69 696 72435



Katharina Stegmann

Press Contact

Spokesperson

katharina.stegmann@dlh.de

+49 69 696-72508



Julia Leukel

Press Contact

Spokesperson

julia.leukel@dlh.de

+49 69 696-660138



Jan Paulin

Press Contact

Spokesperson

jan.paulin@dlh.de

+49 69 696 10274