

UATP and Airline Business present:

Airline Distribution 2005

19-21 April 2005
Marriott Resort and Spa
Bangkok



Topic: Session 5: The Corporate Travel Market

Date: Thursday, 21 April 2005

Time: 9:15 – 10:30 am

Horst Findeisen
Vice President Commercial
Star Alliance Services

Horst E. Findeisen is Vice President Commercial of Star Alliance, the world's first and leading global airline alliance. He took up the position in 2000 and is currently responsible for the coordination of all network, sales and fleet related projects within Star Alliance. Horst has more than 25 years experience in the aviation industry. Prior to joining Star Alliance he had worked as General Manager Network Alliances for Lufthansa German Airlines coordinating Network Management vis-à-vis all of Lufthansa's worldwide partners. He designed, negotiated and implemented commercial agreements and successfully managed large bi- and multilateral joint venture projects.

Before having been engaged in the network sector Horst held the finance position of General Manager Controlling. In that role he established new planning processes and tools, and developed goal setting and monitoring systems. He started his management career in air cargo.

Horst took his MBA studies at the European Business School.



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