

Gerd L. Fricke

Business Partner

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Summary

Extensive managerial and operational experience (Sales, Marketing, Operations, Key Account Management and Business Development Professional), primarily related to Banking, Aviation, and Logistics.

Specialties

- Product Development
- General Sales Management
- Key Account Management
- Marketing
- Operations
- Business Development
- Cross Cultural Competence
- Leadership Experience

Experience

General Sales Manager
Lufthansa Cargo Charter
1998 – 2003 (4 years)
Frankfurt, Germany

General Sales Manager Horse Transportation
Lufthansa Cargo
1987 - 1998 (11 years)
Frankfurt, Germany

Deputy Cargo Manager Far East
Lufthansa Cargo
1985-1987 (3 years)
Hong Kong, Hong Kong

Cargo Specialist various Departments (Claims, Handling, Sales)

Lufthansa Cargo

1975 – 1985 (10 years)

Cologne, Germany

Cargo Sales and Operations

Lufthansa Cargo

1971 – 1975 (4 years)

Hamburg, Germany

Shipping Consultant

1969 – 1971 (3 years)

Cape Town, South Africa

Banking Specialist

Barclays Bank

1968 – 1969 (2 years)

Cape Town, South Africa

Banking Specialist

1962 – 1968 (5 years)

Berlin-West, Germany

Education

Elementary / High School in Berlin (West) 1949-1960

Banking Apprenticeship in Berlin (West) 1960-1962

Personal Information

Born August 5th, 1943 in Berlin / Germany

Married, no children

Hobbies: Golf, Gardening, Horse Riding

Languages: German, English (fluent)