

**Roland Weil**  
**Vice President Sales Cargo**  
**Fraport AG**

Roland started his aviation career 30 years ago in the sales department of Air Canada in Frankfurt, Germany. A couple of years later he moved over to Delta Air Lines where he held several positions in Sales Management - the last one as Regional Director Sales Southern Europe and Southeast Asia.

In March 2005 he joined Fraport as VP Sales and the key contact for the airlines' route and network planners ensuring optimal development of scheduled services to and via Frankfurt. In February 2013 he was appointed VP Sales Cargo for Frankfurt Airport, based within Fraport's Retail and Properties strategic business division.

In Europe, Frankfurt Airport ranks first in terms of cargo tonnage and was the fourth-busiest gateway for passenger traffic in 2016.