



LAN CARGO Europe presents its new commercial structure

- Two new departments for the different markets on the continent will report directly to the Director Europe

September 2015. - A more flexible and simple structure which allows promoting the development of the company on the old continent was the main factor for the changes within the commercial team of **LAN CARGO Europe** after Frank Hermann leaving the position of Commercial Director.

For this purpose, starting in September 2015, there will be two areas to attend the different markets in Europe. The first area, with focus on Germany and Luxemburg, is led by **Jorge Carretero** since May 2015. Jorge entered LAN CARGO in 2007, passing through different departments of the company. Always focused on the business development in Europe, he is currently **Senior Sales Manager in Germany and Luxemburg**.

The second area, starting September 1st 2015, will be responsible for all the other markets in Europe and led by **Alfredo Noguerales**, recently appointed to be **Senior Sales Manager Europe**. Alfredo will be responsible for the rest of the European markets. With 18 years in the company, he entered the business in 2004, when the own cargo office was inaugurated in Madrid. Starting this month, he will be responsible for the sales teams in Spain, Italy, Portugal, France, the Netherlands and the other countries in Europe where the company has appointed General Sales Agents.

Both departments will report directly to **Guido Henke, Director of LAN CARGO Europe**.

“This new structure will give us more flexibility and quicker decision-making and allow us to continue to strengthen company’s growth within the region, providing an excellent service and always focused on serving our clients’ needs. We want to continue promoting **LAN CARGO** as the best alternative for transporting cargo to and from Latin America and these changes will definitely allow us to achieve this goal “, reassures Guido Henke.