

Aviation Salesman – Professional Training with Fraport AG

An Aviation Salesman (German: *Luftverkehrskaufmann*) is an aviation expert. An Aviation Salesman with Fraport AG is well-educated in matters of all airport related processes, administrative and operational. The training schedule contains practical periods in many different departments of Fraport AG, many training courses, school periods, field-trips, seminars, national and international internships and optional language lessons.

By Tim Fongern

The aim of an Aviation Salesman is not to know about every detail, but to understand the flow processes of an airport. Aviation Salesman professional training with Fraport AG means, experiencing an international hub. Fraport AG is an international airport operator. Besides a lot of sub-companies and over 50 projects, stakes, management-, handling- or BOT-contracts, etc. around the globe, Fraport AG operates its home base Frankfurt/Main.

Frankfurt/Main Airport, which is the primary fortress-hub of Lufthansa, had passenger traffic in 2001 of 48.6 million*. This is a comparable size to Paris (CDG) or Dallas/Ft Worth (DFW). Boarding and disembarking of almost 50 million passengers means a lot of diversified tasks for an airport-operator, such as passenger-marketing, ticketing, information services, check-in, security management, retail management, gate management, baggage management,



Photo: Fraport AG



parking management, traffic- and terminal management.

Frankfurt/Main Airport had cargo traffic in 2001 of 1.6 million tons*. This is a comparative amount to the handled cargo in Singapore (SIN), Tokyo (NRT) or Anchorage (ANC). Fraport AG supports the cargo forwarders with infrastructure and organisation. Fraport AG is also a forwarder and operates or manages cargo facilities around the globe, such as Tradeport. You can imagine, within cargo there is a lot to do for Aviation Salesmen.

In 2001, at Frankfurt/Main Airport have been 456,452 aircraft movements*, which is comparable to Boston (BOS) or Charlotte (CLT). In comparison to the passenger- and cargo traffic, this is a relatively small number and implies that in Frankfurt/Main there are a lot of big aircraft with a high load-factor. Fraport AG is strongly involved in the complete aircraft-handling.

Since the pilot switches from DFS- (German governmental ATC) to Fraport-frequency, the aircraft is – more or less – in Fraport AG's hands. Only exemption is flight- and ground-operations (ops), which is for Lufthansa flights naturally done by Lufthansa itself. The other flights are handled by Fraport and - since the EU liberalisation regulation for apron services - also by a Spanish third company: Acciona.

Due to aircraft handling, Fraport AG offers the whole range of services: ground control, apron control, hub management, flight and ground operations, meteorological services, etc. An Aviation Salesman gets an - in

some departments short - insight in almost all of these aspects mentioned above. You can call him or her a generalist.

For starting this professional training, which takes part usually before or after a university study (but not during), you will need the German "Abitur", the permission to go to a university, or a European equivalent. Skills in German, English and Mathematics should be good. And of course you should live near to Frankfurt/Main.

As already mentioned, Fraport AG offers a wide range of additional training, such as field-trips, seminars, national and international internships and optional language lessons. The first field-trip is regularly during the first week and is heading to a youth hostel called Ronneburg in the north of Frankfurt/Main. During this welcome-field-trip the trainees from all different operational and administrative training branches - Fraport AG offered 14 different professional trainings in 2001 - get to know each other and get to know

Spanish courses, IT-basics, software introductions, business-basics, etc. This Q-Card can be used individually.

Besides that, every Aviation Salesman of Fraport AG precedes an internship at the emerging airport Frankfurt-Hahn (HHN), to get an insight into a smaller airport than the hub Frankfurt/Main. Moreover an international internship is supported and budgeted, but it is in the trainee's hands to apply for that at any aviation related company in the world. The international internship is not mandatory.



Overview of the ramp at Frankfurt. Photo: Chris Waser.

In 2001, 15 Aviation Salesmen started the professional training with Fraport AG. The training takes 2 ½ years and offers both, a generalist insight into an airport's practical procedures and a broad theoretical education regarding aviation and airports in particular. The school periods, which are governmental administrated, last between 4 and 6 weeks and take place every 4 months. There are also two governmental exams, a mid-term and a final exam.

Fraport AG. Other field-trips` destinations vary and are sometimes optional.

Seminars could be, for example, communication-seminars, political-seminars or an outdoor-training. Moreover every Fraport AG employee, and also the trainees, are provided with the so-called Q-Card, a chip card which contains virtual 400 Euro per year, for internal trainings, such as brainpower-training, time-management, French, English or

After one has finished the 2 ½ fulltime-training successfully, he or she could possibly start at any department experienced due to the training. Aviation Salesman with Fraport AG is the perfect gateway to the airport business. Lufthansa also provides this training, but more airlines oriented. As already mentioned, most of the Aviation Salesmen study afterwards, unless they do not intend to or already have studied. Usually they study, or have studied, economics, marketing, law, (industrial) engineering, architecture or transportation sciences.

To apply for the professional training at Fraport AG, you should send your resume one year in advance - training always starts at the end of August – to the following address: Fraport AG, PSL-E1, 60547 Frankfurt/Main, Germany. To obtain further information it is recommended to visit www.fraport.com

* ACI – airport traffic data (Jan – Dec 2001)

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