

# AirWaves

Aviation Professionals @ Work

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At AirlinePros we love what we do, we do what we love!



## A WORD FROM THE CEO

**Achma Asokan**  
Group CEO, AirlinePros

IATA recently announced a rather more optimistic profitability projection for 2024, which is good news for all of us. The anticipated passenger numbers for this year are 4.96 billion and the net profits are expected to reach \$30.5 billion, a small improvement over last year's net profits, which were estimated to be \$27.4 billion.

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## 'Workforce diversity helps to create memorable experiences for our customers.'

Interview with Pieter Elbers, CEO, IndiGo

Pieter Elbers is the new poster boy of civil aviation – being in the industry for over 30 years and currently heading one of the fastest growing airlines in one of the largest aviation markets in the world. Prior to joining IndiGo in September 2022, he was the President & CEO of KLM. After starting his career in KLM as Manager, Aircraft loading, he went on to hold various key managerial positions in The Netherlands,

Japan, Greece and Italy. He was promoted to COO in 2011 and President and CEO in 2014. Pieter has a bachelor's degree in Logistics Management and a master's degree in business economics, and has completed various executive programs at IMD, Lausanne and Columbia University, New York.

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## MEET SOME OF THE TEAM



**XAVIER MASULE**  
Group CFO



**SHREYAS NANAVATI**  
CEO



**ELVIS FERNANDES**  
Head of Global Sales Strategy



**YUJI WATANABE**  
Chief Commercial Officer  
AirlinePros Japan



**MIKE CHIPIMO**  
Regional Managing Partner  
Sub-Saharan Africa

## NEW CLIENTS



## AIR SERVICES BY AIRLINEPROS



**James Foster**  
Chairman, AirlinePros

I hope the year so far has been good to you all – as it has been to aviation. As you may have already heard, air travel is going through the sky, and the numbers have surpassed pre-pandemic figures in most places. As with any industry growing at the rate that air travel is, there will be a need for a large number of trained personnel to support this sector. Just some tip of the iceberg projections: While Boeing expects the commercial aircraft fleet to double by 2042 and says close to 650,000 pilots will be needed, Airbus estimates the pilot number also close to 600,000.

Pieter Elbers, CEO of IndiGo, among the fastest-growing airlines in the world, and one of our airline partners, put it very succinctly in a recent interview: "Every one rupee invested in aviation returns more than three rupees to the broader economy." In his typical illustrative manner, driving further home the point, Elbers also noted that one aircraft generates 100 direct jobs and 600 related jobs.

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## OUR NETWORK



### Featured global office – AirlinePros Central and West Africa

Based in Dakar, Senegal, AirlinePros Central and West Africa covers seven countries – Cameroon, Cote d'Ivoire, Democratic Republic of Congo, The Gambia, Benin, Guinea, and Senegal. All the countries in these regions are rich in history, culture, and natural diversity - each country having its unique attributes that contribute to Africa's vibrant mosaic.

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## 'We are focused on creating best practices around NDC transactions.'

Interview with Shelly Younger, Head Director, Airline Retailing Strategy, ARC.



Shelly Younger has been with Airline Reporting Corporation (ARC) based in Arlington, Virginia, for nearly two decades. She is the Director for Industry relations and Airline Retailing after holding many high-profile positions in ARC since joining in 2005 as a Business Analyst. Shelly is a key part of the 'change brigade' at ARC and looked up to in the industry as the face of things to come.

Not just the face of change, Shelly is the expert having covered the entire depth and breadth of the ARC Settlement System and was involved both in product development and product marketing. Before life at ARC, Shelly came from American Airlines doing Transaction audits – undoubtedly the best way to understand the business! Shelly holds a master's degree in business administration.

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6303, Blue Lagoon Drive, Suite #400, Miami, Florida, 33126 | +1 201 484 8036 | AirWaves@AirlinePros.com