



17th January 2013

NEW IAG CARGO APPOINTMENTS TO SPEARHEAD GROWTH IN LATIN AMERICA, THE MIDDLE EAST & AFRICA

IAG Cargo, the single business created following the merger of British Airways World Cargo and Iberia Cargo, has today announced the appointment of two new regional commercial managers to drive growth in the strategic markets of Latin America (LATAM) and the Middle East & Africa (MEA). Rodrigo Casal has been appointed VP LATAM, while in MEA Tony Snell assumes the role of Regional Commercial Manager.

Rodrigo Casal brings to his role 16 years' experience working for IAG Cargo, as well as in-depth knowledge of the LATAM market, gained during his time as Area Commercial Manager for LATAM North. In his role, Casal will lead the continued integration of the British Airways World Cargo and Iberia Cargo commercial operations in LATAM, helping to create a single commercial platform for IAG Cargo customers in the region. In his new position, Casal will manage a team based across 24 stations in the Caribbean, Central and South America. Tasked with driving revenue growth throughout LATAM, Casal will be instrumental in helping cement the IAG Cargo brand in the region.

Tony Snell, who previously worked in customer service management roles for IAG Cargo, has been with British Airways for 14 years, joining the cargo business in 2008. In his previous roles, Tony was responsible for overseeing flight planning and played a key role in managing operational efficiencies. As Regional Commercial Manager for MEA, Snell will be commercially responsible for IAG Cargo's operations in the region, helping to drive growth in these important trade markets. Snell has been tasked with raising awareness of the new brand in MEA as well as maintaining market share across all relevant geographies.

David Shepherd, Global Head of Sales at IAG Cargo, commented: “2013 promises to be a very important year for IAG Cargo as we look to build on the successes of last year. Rodrigo and Tony bring to their roles considerable market knowledge and a track record of delivering impressive results. I am confident that with these appointments we have made the best possible start to the New Year for our operations in LATAM and MEA.”

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Notes to editors

In 2011 the IAG Cargo operation had a turnover of €1,190 million. It has a workforce of more than 2700 people covering a global network serving more than 350 destinations.

Media enquiries

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