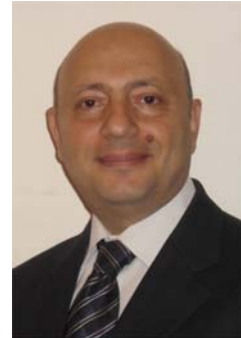


# Curriculum Vitae

## Emad Youssef Selim



**Date of birth** 29 September 1962  
**Family** Married, 2 children  
**Nationality** Egyptian  
**Languages** Arabic, English, French (basic)  
**Position** Senior Consultant  
**Base Office** Cairo / Egypt

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**Career history**

1999 (curr)	Founder & Chairman of Logos Management & Marketing Aviation Consultants, renamed Logos International Ltd. in 2009, Cairo (Egypt)
1999 (curr)	Close cooperation with INAVIA Aviation Consultants GmbH, Toenisvorst (Germany)
1994 - 1998	Director at Orchid Aviation Consultants & Raslan Air, Cairo (Egypt)
1987 - 1994	Senior Manager at Air Alexandrie, Cairo (Egypt)
1983 - 1987	Freelancer at Concord Commercial Service, Cairo (Egypt)
1979 - 1983	Agent at Hapi Tours, Cairo (Egypt)

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**Professional training**

1997	EURESAS "Airbus Academy", Management & Commercial Training, Toulouse (France)
1980 - 1984	Ain Shams University, Faculty of Commerce, Cairo (Egypt), Degree: Bachelor of Commerce

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## Professional experience

Emad started his career in the aviation and travel industry at the age of 17. Since then, he has not only gained valuable experience in a broad variety of departments and tasks, but has also undertaken a lot of related travel to places in Africa, the Middle East, Europe, and Asia. This special experience makes it easy for Emad to communicate and cooperate with different cultures. In 1999, Emad started his own company, an independent aviation and travel industry consultancy.

**1999 (curr) Founder & Chairman**

**Logos International Ltd.  
Cairo / Egypt**

In 1999, Emad founded his own consultancy Logos Management & Marketing which was re-named Logos International in 2009.

Logos is specialised to support airlines, airports, as well as the travel industry with professional advice gained through own hands-on experience.

Working in a truly international environment, Logos has helped to improve economics for airlines, airports, aircraft manufactures, handling agents, tour operators, hotels, and many other sectors of the aviation and travel industry.

A detailed company profile of Logos International is available upon request; please address your email to [info@logos-eg.com](mailto:info@logos-eg.com).

In 1999, Emad teamed up with INAVIA Aviation Consultants GmbH in Germany, when both companies entered into a close cooperation. Since then, Emad has represented INAVIA in Africa and the Middle East, and both companies have jointly and successfully worked on several projects in Egypt and in Europe.

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**1994 - 1998 Director Economic Analysis  
and Controlling**

**Orchid Aviation Consultants and Raslan Air  
Cairo / Egypt**

Emad teamed up with Orchid to jointly undertake consulting at Raslan Air, a regional airline in Egypt. In his function as Director, he was mainly responsible for the airline's feasibility studies, ongoing economic analysis, route analysis, cost controlling, commercial evaluation, route planning, revenue management, process and time analysis, evaluation of operational efficiency, controlling of customer services.

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**1991 - 1994 Senior Operations  
Manager**

**Palma Tours within Air Alexandrie  
Cairo / Egypt & Zürich + Geneva / Switzerland**

Based on his experience gained in various functions in Egypt, Emad was assigned the post of Senior Operations Manager in Switzerland where he lived and worked for almost a year in three-to-four-month terms for the high seasons for travel of Egyptian tourist during 1991 through 1994, representing the various companies of the Air Alexandrie Group from his dual base in Zürich/Geneva. The most significant responsibilities included the planning of programmes and packages, calculating prices, managing all services provided by local third party partners (including services like airport "meet & assist", local tour guides, hotel arrangements, transportation by bus/boat/train/cable cars, entrance fees, and many more), receive and resolve customer complaints, local accounting.

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**1991 - 1993 Senior Operations Manager**

**Palma Tours within Air Alexandrie  
Cairo / Egypt**

Parallel to his tasks as regional manager Cairo, Emad was assigned additional tasks at Flamingo Travel, a company within the Air Alexandrie Group. He was responsible for planning programmes and travel packages, calculating prices, economic analysis for charterers, route analysis and planning, and customer relations.

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**1987 - 1994 Regional Manager Cairo**

**Air Alexandrie  
Cairo / Egypt**

Emad joined Air Alexandrie as Regional Manager of the Cairo office. While his prime responsibilities were all commercial planning as well as the administrative leadership of this important office, Emad took an active part in developing new package tours, doing sales, economic analysis, route analysis and planning, and customer relations.

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**1983 - 1987 Freelancer**

**Concord Commercial Service  
Cairo / Egypt**

Working on a freelance basis, Emad provided marketing & sales services for tour operators, undertook economic evaluations for hotels and tourist villages, provided management of travel and charter operations on behalf of charterers. Some of his direct clients were Carmina Travel, Blue Beach Resort, Shaheen Travel, Golf Express Tours, Zahret Elbustan Travel, and Air Alexandrie.

During this time, his activities included travelling to and working in Sweden, working in various administrative jobs for his Egyptian clients.

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**1979 - 1983 Reservation & Ticketing  
Agent, Tour Operator**

**Hapi Tours  
Cairo / Egypt**

Parallel to his university education at Ain Shams University, Emad started his professional career with Hapi Tours in 1979. He was trained and worked as a reservations and ticketing agent for Hapi Tours in Cairo. His tasks and responsibilities were to plan passenger itineraries, reserve seats, calculate fares and prices, and issue tickets.

After two years, Emad moved to the tour operator section within Hapi Tours, where his tasks included planning tour itineraries, collecting quotes from third parties, arrange accommodation, airline and train tickets, tour guides, meet & assist facilities, as well as follow-up programme performance.

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