

Jean-Claude Higelin
Head of Strategy and Business Development – International, Fraport

Jean-Claude Higelin is in charge of Strategy & Business Development for Fraport AG.

Working in the airport / airlines business (marketing/strategy) for 24 years, gaining his airport expertise in many countries, he was building up his know-how in both fields, airports & airlines.

He started his aviation career as Marketing Director of tri-national EuroAirport, also acting as advisor for innovation of Crossair's CEO (once world's largest regional airline), to join Frankfurt Airport AG in 1991 as head of Marketing Planning. He switched to Fraport International in 1997, responsible for Airport business development & strategy of many affiliated airports and new international projects develop by the Fraport Group. Since 2002, next to his activity in airport strategy and development, he became Fraport's senior trainer for airport economics & business development, providing training sessions to foreign airports / universities (e.g. ENAC Toulouse) as well, with main activities in the Asia. Working on many projects around the globe, ranging from small airports to major hubs, he focuses on airport economics and long term development strategies, favouring agility and innovation.

He is the author of five international patents, the latest being a next-generation passenger information & guidance system with positive interaction on airport's non aviation revenues.