



Marcelo Kaiser

Chief Operating Officer Aviation

After graduating with a degree in tourism management at São Judas Tadeu, Marcelo started his career in the travel and aviation industry in Brazil. He worked for well-known TMCs and airlines such as American Express Business Travel, Avianca Airlines and Aeromexico acting as an Account Manager.

In 2010, Marcelo joined Qatar Airways as Senior Sales Executive with the ultimate goal to position the airline as a premium product for corporate travelers. While working for Qatar Airways, Marcelo completed his postgraduate degree in business administration at the FAAP.

Before joining AVIAREPS, Marcelo was the International Senior Sales Manager for US Airways, with the responsibility to launch the carrier's 2nd gateway out of Brazil and to develop the sales & marketing strategies accordingly.

Marcelo joined AVIAREPS in 2014 as General Manager Brazil and took over the role as Vice President for Latin America in 2018. He positioned AVIAREPS as the leading GSA and destination marketing company across the region, while managing eight offices in Latin America with a portfolio of more than 35 clients and 80 employees.

In 2021 he became COO Aviation and moved to the AVIAREPS Headquarter in Munich, where he oversees the aviation client portfolio and supervises the commercial performance of AVIAREPS' airline operations across the globe. Marcelo remains responsible for the regional leadership and development of the offices in Latin America.

Outside the office, Marcelo can be found in a stadium or at the basketball court. As a sports lover, he's always focused on success and a perfect team player – both on the court and in the office.