



With the aviation industry constantly growing, well educated, skilled, and highly motivated personnel are much desired by dozens of enterprises on all five continents.

The worldwide web offers plenty of opportunities:

- **Airbus A330 pilots required for Guangzhou, China.**
- **Financial controller needed by a North American airline.**
- **Sales Director and Key Account Manager desired by a European carrier.**

Those are just three examples displayed on different web pages that illustrate current vacancies and job offerings by airlines, airports, or ground handling agents.

But which potential candidate fits a certain position?

This is the decisive question that has to be examined thoroughly by both sides before putting any signature on the dotted line, if disappointments shall be avoided afterwards.

“The need for qualified personnel is very high,” confirms Klaus Geissler, Managing Director of

Frankfurt-based Adi Consult GmbH. The former Schenker executive should know, since he's been in the consultancy biz since the year 2000.



Ingo Roessler



Dieter Wimberger



Walter Boehnke

Due to growing market demand, Geissler and his team have now decided to focus more on the aviation sector by establishing a group of highly experienced consultants: Ingo Roessler, Dieter Wimberger, and Walter Boehnke. Roessler will mostly cover the international scene, which he is well acquainted with since he held top jobs at Etihad Crystal Cargo and Royal Jordanian Cargo, where in both cases he acted as VP Cargo.

Now back home in Germany, Geissler approached and convinced Ingo to join Adi Consult in order to establish a department for aviation consultancy as a new focus within the world-spanning Adi group.

Dieter Wimberger stepped in as well to become a new group member.

He is a well-known specialist in airport matters as he once headed the department of air traffic and operations at Cologne/Bonn airport.

This included the acquisition of low-cost airlines like Germanwings or TUIfly, and looking after the daily needs of carriers like Turkish Airlines Cargo, FedEx or British Airways Cargo.

The third participant is Walter Boehnke, a flight captain and veteran lawyer who headed the Cologne-based airline WDL Aviation, which operates 23 aircraft based mainly in Cologne.

Besides consultancy and placement services, the trio will also offer the market their expertise in the M&A field and in managing special projects, especially in cargo matters.

“By convincing the three experts to join us, we are able to extend our global placement and consultancy activities notably,” states Adi’s head and founder, Klaus Geissler, who held leading positions within Schenker, a Deutsche Bahn subsidiary.

Thus, his enterprise can fill a major gap, for it laid its main focus on sourcing personnel for the forwarding and logistics sector ever since the company’s inception eleven years ago.

Heiner SiegmundFlossie