



Mr Eric Snijders
Manager Global Specialty Sales
Air France KLM

With 36 years at AIRFRANCE KLM an experienced Sales Manager with a demonstrated successful history of working in the airlines/aviation industry. Skilled in Business-to-Business- (B2B) and Business-to-Trade- (B2T) General Sales Management. Keeping a balanced focus on achieving results whilst maintaining long-term relationships.

Commercially responsible for all "Specialty Segments-/ Niche Markets- programs" for the Air France KLM Group and its Partners for point-of-sale EMEA, including Marine - Offshore and alternative energy, Students, Missionary & NGO, Cruise and Meetings & Events.

Together with a team of highly skilled sales-professionals, they ensure tailor-made -and competitive- propositions to service Air France KLM customers in these valuable segments, enabling the best transportation solutions through the Global Air France KLM network and that of Air France KLM Partners.