



Airport and Aviation Marketing Training Course

9 – 13 November 2026
Madrid (Spain)



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Ref: 15788_326924 **Date:** 9 – 13 November 2026 **Location:** Madrid (Spain) **Fees:** 6200 Euro

Introduction:

The Airport and Aviation Marketing training course introduces the unique marketing strategies and techniques that drive success in the dynamic airport and aviation industry. Participants will explore the core principles of aviation marketing, focusing on attracting passengers, airlines, and businesses while maximizing revenue streams. It covers market segmentation, brand positioning, customer engagement, and competitive analysis. They will understand the aviation sector's marketing challenges and opportunities and develop effective campaigns and innovative marketing solutions.

This Airport and Aviation Marketing course equips professionals with the knowledge and skills to excel in the dynamic field of airport and aviation marketing. They will explore topics such as developing an effective airport marketing plan, implementing innovative airport marketing ideas, and utilizing cutting-edge aviation marketing technology. It covers essential strategies for aviation marketing campaigns, insights into aviation marketing trends, and best practices for creating professional solutions.

Aspiring airport and aviation marketing managers will gain practical tools to enhance their expertise in business aviation marketing, ensuring their ability to craft impactful aviation marketing strategies that align with industry trends. Whether seeking an introduction to aviation marketing or aiming to refine advanced aviation marketing consulting techniques, this Airport and Aviation Marketing training offers a comprehensive roadmap to success in this competitive field.

Targeted Groups:

- Airport Marketing Managers.
- Aviation Industry Professionals.
- Airline Marketing Executives.
- Business Development Managers.
- Aviation Consultants.
- Commercial Managers in Aviation.
- Government and Regulatory Officials.
- Customer Experience Managers.
- Public Relations Professionals in Aviation.

Course Objectives:

At the end of this Airport and Aviation Marketing course, the participants will be able to:

- Understand key marketing principles in the aviation industry.
- Develop effective airport and airline marketing strategies.
- Learn to segment and target diverse passenger markets.
- Explore digital marketing tools specific to aviation.
- Enhance customer experience through tailored marketing approaches.
- Build and manage strong airline and stakeholder partnerships.
- Analyze competitive market trends in the aviation sector.
- Design and execute impactful aviation marketing campaigns.
- Measure and improve the effectiveness of marketing initiatives.

Targeted Competencies:

By the end of this Airport and Aviation Marketing training, the participant's competencies will:

- Strategic Marketing Planning.
- Brand Management in Aviation.
- Passenger Market Segmentation.
- Revenue Generation Strategies.
- Digital Marketing in Aviation.
- Customer Experience Optimization.
- Airline and Stakeholder Relations.
- Competitive Market Analysis.
- Marketing Campaign Development.
- Performance Metrics Evaluation.

Course Content:

Unit 1: Fundamentals of Airport and Aviation Marketing:

- Overview of the aviation industry's marketing landscape.
- Key marketing principles applicable to airports and airlines.
- Importance of aligning marketing with aviation business objectives.
- Role of marketing in enhancing airport and airline revenue streams.
- Understanding the regulatory framework in aviation marketing.

Unit 2: Passenger Market Segmentation and Targeting:

- Identifying and segmenting passenger demographics.
- Understanding passenger behavior and travel patterns.
- Techniques for targeting different market segments effectively.
- Customizing marketing messages for business travelers vs. leisure travelers.
- Use of data analytics to predict passenger trends and preferences.

Unit 3: Digital Marketing in Aviation:

- Exploring digital platforms for marketing airports and airlines.
- Implementing social media strategies to boost passenger engagement.
- Utilizing email marketing and online advertising for ticket sales.
- Search engine optimization SEO for aviation websites.
- Leveraging mobile apps and digital channels to enhance customer experiences.

Unit 4: Brand Management and Customer Experience:

- Building a strong aviation brand identity.
- Enhancing airport and airline reputations through strategic branding.
- Role of customer experience in brand loyalty and retention.
- Marketing strategies to improve passenger satisfaction and comfort.
- Creating memorable passenger experiences to strengthen brand affinity.

Unit 5: Competitive Market Analysis and Campaign Development:

- Conducting competitive analysis in the airport and aviation market.
- Identifying and analyzing competitors' marketing strategies.
- Developing innovative marketing campaigns that stand out.
- Adapting marketing approaches based on market trends and competition.
- Measuring the success and ROI of marketing campaigns.