

## Spotlight on Leadership

**Meet Daniel Salaton, Senior Manager - Express Cargo & E-Commerce at Kenya Airways Cargo.**



With two decades at KQ under his belt, Daniel has seen the airline grow through challenges and opportunities. Today, he heads the Express and E-Commerce section, a dynamic part of the cargo business that is adapting quickly to the demands of e-commerce and next-day delivery.

“I have been with KQ for 20 years now, I like to joke that I’m 20 years old,” he says with a laugh. “One of my proudest moments was building the current Express Center. When I was appointed, we had only a small office, two staff, and a modest operations team. With limited resources, I pushed the idea, worked with contractors, and saw it grow into a fully operational hub with more people and more business. Watching that vision come to life is one of my proudest achievements at KQ.”

When asked how KQ Cargo is responding to the rise of e-commerce and customer expectations for speed, Daniel is clear: adaptability is key.

“I liken KQ Cargo to a chameleon; we are changing with the times. One of my favorite books is *Who Moved My Cheese?* By Dr. Spencer Johnson. In this industry, you have to adapt quickly and keep doing it again and again. We are going through a wonderful transition, and I’m fortunate to have a leader who is a real change agent, helping us see our business from a fresh perspective.”

Cargo isn’t just about moving boxes and packages. Sometimes, it carries life itself.

“The coolest thing I have ever helped ship? A human heart for transplant. Coordinating every step, aligning all stakeholders, and following through until it reached the patient; that was powerful. People think cargo is just about goods, but sometimes, it’s about carrying second chances.”

Looking at the future of logistics, Daniel is particularly excited about live tracking technology.

“The number one question we get from customers is: *Where is my cargo?* With live tracking, we can empower customers so they won’t have to ask us anymore. They’ll have that power in their own hands.”

Away from cargo, Daniel is passionate about golf in fact, he currently serves as captain of the Kenya Airways Golf team. Golf, he says, is how he unwinds after busy weeks.

Music is another source of joy: “I love gospel music, Maasai hymns, and I’m also into Urban tone. I listen to Bien a lot.”

As for what makes his day instantly better at work? Gratitude.

“The best thing I can hear in a day is someone saying *thank you*. Whether it’s a customer appreciating the service, or a team member thanking me for support, that makes all the difference.”

***Daniel’s journey is a reminder that behind every shipment is a story, and behind every story is a leader committed to making it happen.***