Strengthening Our Commitment to Japan

To our valued travel partners,

As we enter the final weeks of the year and look ahead to new opportunities in 2026, AirlinePros Japan is pleased to share an important update that reinforces our continued commitment to the Japanese market.

Effective December 1, Masunobu Hirayama has joined our team as the newest member supporting our airline representation activities in Japan.

Masunobu brings a professional background shaped by international aviation, customer engagement, and cross-cultural business environments. His earlier career included front-line roles with Delta Air Lines in the United States and with Northwest Airlines and Gate Gourmet in Japan, where he gained firsthand insight into airline operations, service quality, and the expectations of diverse global travelers. These experiences have given him a solid understanding of how airlines differentiate themselves through reliability, consistency, and customer care – values that align closely with AirlinePros' approach to representing our carriers in Japan.

He later expanded his commercial foundation through work in procurement with a trading company based in Greater Seattle, developing skills in partner coordination, negotiation, and process management. This combination of aviation service experience and business operations knowledge equips Masunobu to support travel agencies with the practical, detail-oriented mindset required in airline sales and marketing.

Originally from Choshi, he is known for his approachable personality, eagerness to learn, and genuine enthusiasm for building strong professional relationships. Outside of work, he enjoys hiking, camping, and exploring food culture – interests that mirror the curiosity and openness he brings to his role.

In the coming weeks, Masunobu will be visiting agencies and partners throughout Japan, focusing on strengthening engagement for the airline clients we proudly represent – including fastjet Zimbabwe, PNG Air, Hahnair, and others. He looks forward to supporting your sales needs, sharing product updates, and working closely with you to increase sales in the Japan market.

We sincerely appreciate your ongoing cooperation and partnership. As our team continues to expand its capabilities, we remain dedicated to providing you with responsive support and valuable commercial insights in the year ahead.

With best regards,
AirlinePros Japan