KARSTEN KAYA

PRESS KIT

# Karsten Kaya

**A LOGISTICS VOICE FROM DUBAI.**

Available for interviews, expert commentary and background on global logistics, the Gulf and freight forwarding, in English and German.

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## AT A GLANCE

BASED IN
**Dubai, United Arab Emirates**

EXPERIENCE
**20+ years in international freight forwarding**

FOCUS
**Project cargo and global logistics**

FOUNDER
**RYNR**

CO-FOUNDER
**YES NextGen Logistics Network**

LANGUAGES
**English and German**

## SHORT BIO

Karsten Kaya is a Dubai-based logistics entrepreneur with more than 20 years in international freight forwarding and project cargo across Europe, the Middle East, Latin America and Asia. He is the founder of RYNR, co-founder of YES NextGen Logistics Network and author of the children's book “Kika: How do things travel around the world?”.

## AUTHOR LINE

Karsten Kaya is the founder of RYNR and co-founder of YES NextGen Logistics Network. He lives and works in Dubai.

## LONG BIO

Karsten Kaya started in 2006 as an apprentice in the basement sales office of a freight forwarder near Stuttgart. He worked through operations and sales, ran a branch as interim manager at 22 and completed a part-time degree in transport management next to the job.

He then specialised in project cargo and out of gauge shipments, forwarder to forwarder business and agent networks, and moved into business development and senior leadership. At the end of 2024 he moved to Dubai to build his own companies: RYNR, the sales and marketing system for independent freight forwarders, YES NextGen Logistics Network, a vetted community of independent forwarders he co-founded, and High-Value & Project Logistics under KKKonsulting. He also presents the German logistics podcast Cargo und Kontext.

## AREAS OF EXPERTISE

01 **Dubai and global logistics**

02 **Gulf logistics and the Strait of Hormuz**

03 **Geopolitics and its impact on freight**

04 **Project cargo and out of gauge logistics**

05 **Sales and AI in freight forwarding**

06 **Independent forwarder networks**

07 **The future of logistics**

## SELECTED QUOTES

> **“Geopolitics is not a debate in logistics anymore. It is an operating cost. Surcharges land retroactively on cargo that is already on the water.”**

> **“Dubai has been through record rainfall, the pandemic, a blocked Suez Canal and closed sea lanes. Every time, it found solutions and proved its resilience. That is exactly what makes Dubai one of the most important logistics hubs in the world.”**

> **“Quotes do not lose to better rates. They lose to silence.”**

> **“Logistics networks do not need more members. They need more business between members.”**

Quotes may be used with attribution to Karsten Kaya.

## COMPANIES

### RYNR rynr.io

Your TMS moves cargo. RYNR moves the sale. CRM, follow-up and AI outreach built for freight forwarders, plugged on top of the TMS they already run.

### YES NextGen Logistics Network yngln.com

A vetted network of independent forwarders who actually move business with each other. Year-round collaboration instead of annual meetings. Relationships, not a badge.

### High-Value & Project Logistics under KKKonsulting

Operations and advice for cargo that cannot go wrong. Project cargo, out of gauge, yachts, collector cars and mission-critical equipment.

## PRESS PHOTOS



**Karsten Kaya, Portrait Light**
karsten-kaya-portrait-light.jpg



**Karsten Kaya, Portrait Dark**
karsten-kaya-portrait-dark.jpg



**Karsten Kaya, At the Desk**
karsten-kaya-at-the-desk.jpg

Free to use for editorial coverage of Karsten Kaya. Credit: Lubov Lisitsa. High-resolution files are in the press kit ZIP and on karstenkaya.com/press.


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