

Vik Vijayvergiya

Summary

Strategic thinker and hands-on travel industry executive with 20 years progressive experience in high performance environments including private equity ownership, internet startups and management consulting. Areas of expertise include financial analysis, strategic planning, pricing, revenue management, and business development.

Experience

Travelport 2003 – Present Atlanta, GA
Senior Director, Strategic Planning

- Served as financial and strategic business partner for two fastest growing business lines of Travelport – Online Travel Agencies and IT Services and Software
- Identified and implemented revenue synergy initiatives of over \$25 million annually in the integration of Worldspan and Galileo reservation systems
- Led major pricing initiative to introduce value-based pricing on Galileo GDS

Director, Worldspan Global Pricing and Analysis

- Key member of negotiating team that secured long-term content agreements with major US and international airlines representing contract value of over \$2 billion
- Establish strategic and tactical pricing of airline booking fees and all other company products and approve major individual agreement negotiations
- Established an analysis team crucial for major corporate initiatives including M&A activities, corporate strategy and new business initiatives
- Secured agreement with major online travel agency for international GDS services

Priceline.com 2000-2003 Norwalk, CT

Director, Distribution and Revenue Analysis

- Managed profitability settings for airline tickets on daily basis. Identified and implemented revenue enhancing and profit maximizing initiatives
- Met quarterly with major US airlines to present revenue enhancing opportunities
- Established distribution strategy and negotiated agreements with GDS system vendors

Director, International Rental Cars

- Managed all aspects of rental car product launch for Priceline Europe including product design, supplier negotiations, website development, customer service procedures and financial reporting processes
- Exceeded volume and revenue projections for successful new product launch

Continental Airlines 1998-2000 Newark, NJ

Director, Finance and Administration

- Financial oversight of \$1 billion airport expansion at Newark airport
- Implemented new technologies and processes to improve administrative and financial functions
- Responsible for \$300 million operating budget and capital plan for Continental's

largest and fastest growing hub. Managed staff planning, payroll, attendance and overtime processing for 3,000 airport agents

- Increased agent productivity by 20 percentage points by reducing overtime and agent absenteeism.

Continental Micronesia 1996-1998 Guam

Senior Director, Revenue Accounting

- Project Manager for implementation of Sabre's Quasar revenue accounting system
- Increased productivity by 40% and cleaned up backlogged processes
- Appointed President and Chairman of IATA's Bank Settlement Plan for Micronesia
- Developed and implemented management reports on revenues and yields

Director, Financial Planning and Analysis

- Restructured department and recruited high caliber candidates to strengthen the role of finance in corporate planning decisions
- Prepared management presentations and Board of Director's quarterly reports
- Revamped close processes, revenue and expense forecasting and financial reports

Avion Consulting Group 1994-1996 Houston, TX

President

- Started aviation consulting practice
- Developed pricing model for DHL and Gulf Air for international air cargo
- Sub-contracted with Sabre on various management consulting assignments

AMR Corporation 1990-1994 Fort Worth, TX

AMR Consulting Group, Senior Consultant

- One year of on-site management consulting for Kuwait Airways on financial planning, profitability analysis, organizational structures and management training
- Provided due diligence investigations, operating and financial analysis and strategic advice to investors for international airline privatization bids and acquisitions.

American Airlines, Senior Financial Analyst

- Became company expert on Form 41 DOT airline industry data
- Prepared industry results presentations for corporate officers
- Responsible for financial analyses and presentations on labor cost saving opportunities for entire Transport Workers Union of 27,000 employees
- Forecast monthly revenue and traffic for South and Central America, Miami, and Dallas/Fort Worth flights (\$3 billion annual revenues)

Education

Carnegie Mellon University 1990 Pittsburgh, PA

- Master, Business Administration in Finance and Accounting
- President, Public Speaking Club.

University of Texas at Austin 1987

- Bachelor of Science in Electrical Engineering
- Virginia and Ernest Cockrell, Jr. Engineering Foundation Scholarship