

RODNEY R. KLASSOVITY

Work (518) 292-9065

SUMMARY:

Successful travel industry professional, with prior high-level corporate experience at the airlines and at a top-3 national travel management company. Now utilizing this unique, multi-faceted corporate experience locally, as 50% owner of the Capital District's leading independent travel management firm.

EXPERIENCE:

1/93 - Present

ALBANY TRAVEL UNLIMITED, INC. / CARLSON TRAVEL NETWORK *50% Owner / Chief Executive Officer*

Responsible for the fiscal health of leading travel management company, with \$25,000,00 in annual ticketed volume and \$2,100,000 annual revenue. Oversee all operational, financial, sales and marketing activities. Employ 34 people in 4 locations. Franchisee of Carlson Wagonlit Travel.

5/90 - 1/93

CARLSON TRAVEL NETWORK (Washington D.C.)

Vice President of Commercial Sales & Marketing for East Coast

Responsible for directing the commercial sales force east of the Mississippi River. Oversaw offices in New York City, Pittsburgh, Cleveland, Washington DC, Detroit, Atlanta, and Orlando. Solicited corporate travel business ranging in size from \$100,000 to \$50 Million. Managed and developed 40 salespeople to ensure success in attaining goals. Achieved "GOALMAKER" honors every year, the highest sales management award.

5/88 - 5/90

USAIR (Washington D.C.)

Director of Travel Agency Sales.

Responsible for USAir's Travel Agency Sales totaling \$4 Billion per year or 65-70% of total USAir revenue. Planned, developed and administered the entire Travel Agency Incentive Program, including its \$40 Million annual budget. Oversaw staff of 10 salespeople. Developed and coordinated USAir's corporate policies relating to travel agency issues, as well as implementation of revenue-generating promotions and incentives.

5/86 - 5/88

PIEDMONT AIRLINES (Winston-Salem, N.C.)

Director of Sales Programs.

Responsible for strategic marketing and sales programs. Developed and implemented marketing strategies, as well as revenue-generating and product enhancement programs. Directed all corporate sales efforts, commuter sales and advertising, city ticket office operations, all international sales programs, all marketing automation issues, and programs related to travel agency automation systems. Staff of 3 people. Involved in generation of sales totaling \$1 Billion (65% of total revenue) and oversaw a \$5 Million budget.

2/83 - 5/86

EMPIRE AIRLINES (Utica-Rome, N.Y.)

Vice President of Sales, 11/84 - 5/86

Director of Sales, 2/84 - 11/84

District Sales Manager, 2/83 - 2/84

As Vice President of Sales, was responsible for all aspects of passenger, travel agency, corporate, group, tour, military, government, and interline sales. Designed and implemented product development and sales/marketing programs. Participated in scheduling, planning, and pricing decisions. Staff of 10 people. Involved in generation of sales totaling \$60 Million (60% of total revenue) and oversaw a \$3 Million budget.

EDUCATION:

Regis College, Denver, CO - Bachelor of Arts, Sociology, May 1973.

CERTIFICATIONS & MEMBERSHIPS:

- Certified Travel Counselor (CTC).
- Member - Sales & Marketing Executives of Central New York.

Excellent references will be furnished upon request.