

## DAVID RYAN, CTC

### OBJECTIVE

Seeking the position of President of Skål USA for 2020

### SKILLS & ABILITIES

Excellent problem solver and people person.

Proficient at Excel, Powerpoint, Word and most technical skills

Work well in a collaborative environment

### PROFESSIONAL EXPERIENCE

#### BUSINESS DEVELOPMENT MANAGER, CLASSIC VACATIONS

August 2007 - Present

Responsible for revenue growth and managing all aspects of travel agency accounts within assigned territory which includes Northern CA, Northern Nevada and Hawaii

#### BUSINESS DEVELOPMENT MANAGER, GLOBUS AND COSMOS

November 2003 – August 2007

Responsible for travel agency revenue growth within assigned geographical territory

#### REGIONAL SALES MANAGER, TRAFALGAR TOURS

January 2001 – November 2003

Responsible for managing AAA account and other key travel agency accounts within assigned Northern CA territory.

#### REGIONAL SALES DIRECTOR, LOWESTFARE.COM, MAUPINTOUR

July 1996 – January 2001

Responsible for implementing TWA airfare program with selected travel agency partners and revenue growth for key Maupintour accounts.

#### ACCOUNT MANAGER, RENO AIR

January 1994 – July 1996

Responsible for corporate and leisure passenger growth within assigned territory in Southern California

#### ACCOUNT MANAGER, PSA AND USAIR

January 1985 – January 1994

Responsible for corporate and leisure passenger growth in Southern CA area.

## EDUCATION

UNIVERSITY OF SAN DIEGO, SAN DIEGO, CA - BBA

Bachelor's Degree in Business Administration , May 1983

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## LEADERSHIP

Vice-President of Membership Skål USA 2018-2019

Membership Director Skal USA 2017

Vice-President Region III for Skal USA 2015-2016

Past President of Skal International Sacramento 2005, 2006, 2007

Vice-President Skal International Sacramento 2003-2004

Member & Board member Skal International Sacramento 2000-  
Present

Instrumental in growing Skal International Sacramento membership  
from 14 members in 2006 to over 50 members today

Voted Favorite Tour Operator Sales Representative – Travel Age West  
Wave Awards 2014

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## REFERENCES

FURNISHED UPON REQUEST