

John Vega



Role in Project:	Senior Pricing and Revenue Management Expert
Current Position:	Manager, Airline Business Solutions
Specialization:	Revenue Management, Network Planning and Commercial
Nationality:	Brazilian

From analyst to senior executive, Mr. John Vega has led diverse teams of professionals through significant change during his 20-year airline career. Mr. Vega has mastered an impressive ensemble of airline business functions including Network Planning, Network Performance Analysis, Route Profitability, Pricing, Revenue Management, Distribution, Electronic Commerce, Interline Affairs, Project Management, Personnel Management, Training and Consulting. His practical experience is further complemented by his strong team-building skills and post-graduate degree in Corporate Finance. As an IATA consultant, Mr. Vega has participated in a number of projects in Canada, Europe, the Caucasus, Middle East, the Caribbean, Latin America and Africa in Pricing, Revenue Management, Electronic Distribution, Route Profitability, Interline Affairs, Commercial and Cargo related projects. Mr Vega is IATA Instructor of PaxIS, DDS and AirportIS products and IATA ITDI training courses in Airline Strategy, Airline Business, Airline Route Profitability and Revenue Management. Mr. Vega is also guest speaker at McGill University's Integrated Aviation Management Program.

Professional Experience

2007 – 2016

International Air Transport Association (IATA): *Senior Consultant, Aviation Business Solutions*

2005 – 2007

Copa Airlines Colombia: *Vice President, Distribution*

2002 – 2005

Avianca Airlines: *Director, Revenue Management*

1997 - 2002

Aces Airlines: *Pricing Manager*

Selection of Project Experience

2016

- **Azerbaijan Airlines:** *Project Manager*
Hub Development Study including airline and airport readiness assessment.

2015

- **AirPlan:** *Project Manager and Subject Matter Expert*
Hub Development Study for the establishment of a hub operation by LATAM Airlines Group at MDE International Airport.
- **Air Namibia:** *Project Manager and Subject Matter Expert*
Development of a Revenue Management KPIs monitoring system.
- **Saudi Arabian Airlines:** *Senior Consultant and Subject Matter Expert*
Airlines Performance Review Study.
- **AfriJet:** *Project Manager and Subject Matter Expert*
Route feasibility study for a start-up airline and P&L projection.

2014

- **Alitalia:** *Senior Consultant and Subject Matter Expert*
Assessment to Alitalia's Revenue Management processes.
- **Etihad Airways:** *Senior Consultant and Subject Matter Expert*
Assessment to Etihad Airways' Revenue Management processes.

2013

- **Air Namibia:** *Senior Consultant and Subject Matter Expert*
Long term assignment to mentor the Air Namibia Pricing, Revenue Management, Scheduling and Sales teams.

2012

- **WestJet:** *Project Manager and Subject Matter Expert*
Assisted the second largest Canadian carrier in enhancing its interline planning, execution, collection and monitoring activities.
- **Aerolíneas Argentinas:** *Senior Consultant and Subject Matter Expert*
Developed a network strategy aimed at increasing fleet utilization and optimizing network profitability.
- **Aeroméxico:** *Senior Consultant and Subject Matter Expert*
Assisted the largest Mexican carrier in enhancing its interline planning, execution, collection and monitoring activities.

2010

- **AeroSvit Ukraine:** *Senior Consultant and Subject Matter Expert*
Assessed the entire commercial department and developed a set of recommendations aimed at reducing costs and increase productivity.

Education

- **Master's Degree, Corporate Finance (2004)**
CESA School of Business, Colombia
- **Bachelor's Degree, Production Engineering (1994)**
EAFIT University, Colombia

Languages

- Spanish and English