



SAM DeFRANCO

Senior Vice President, U.S. National Clients Carlson Wagonlit Travel—North America

Sam DeFranco serves as Senior Vice President, U.S. National Clients. In this role, he is accountable for all P&L and customer service components for more than 3,000 U.S.-based clients serviced in North America. Sam leads a nationwide team that leverages and aligns talents of program managers to the strategic view, growth potential and goals of local clients.

Prior to his current position, he was responsible for CWT's East region.

With more than 28 years of experience in the travel industry, Sam held previous positions with American Airlines and McGregor Travel Management. In 1992, Sam built McGregor into one of New England's largest and most successful travel management companies, offering corporate, leisure and group travel services. A true entrepreneur, Sam spearheaded the agency's entrance into the European and Canadian markets. In 1997, Sam merged McGregor with 10 other regional agencies in North America to form Navigant International, which was acquired by CWT in 2006.

Sam is a member of the North American executive committee and reports to Jack O'Neill, President, CWT North America.

In 1997, Sam was presented the Ernst & Young's Entrepreneur of the Year award in products and services. In addition, he was an appointed member of the Stamford Zoning Board of Appeals and presently devotes considerable time to numerous charitable organizations, including the American Red Cross, March of Dimes, Leukemia Foundation, Stamford and Westchester County Food Banks and United Way.

Sam earned his B.S. in accounting and business through the University of Tampa.