



MIKE KOETTING

Chief Operating Officer, CWT North America
Carlson Wagonlit Travel

As chief operating officer for CWT North America, Mike Koetting is responsible for all North American commercial sales, service and account management functions. He also serves as a member of the CWT global executive team.

Immediately prior to this role, Mike served as CWT's global executive vice president for supplier management. In this position, he was responsible for CWT's national and global agreements with air, car, hotel, and GDS suppliers to deliver improved economics, service, and cooperation to CWT clients and their travelers.

A long-standing member of CWT's North American executive team, previous CWT roles have included chief financial officer and leadership of marketing, industry relations and *CWT Solutions Group*®.

Prior to joining CWT as part of a 2004 acquisition, Mike was senior vice president of the former Maritz Corporate Travel, where he had a variety of responsibilities including finance, industry relations, marketing and strategic planning. Prior to joining Maritz, Mike worked as a CPA, Senior Auditor with Price Waterhouse.

In January of 2007, Mike was named to the roster of *The 25 Most Influential Executives of the Business Travel Industry*, by *Business Travel News*. He was acknowledged for the proactive, transparent way he led CWT through the introduction of the opt-in charge imposed by the global distribution systems in 2006.

Mike holds a Bachelor of Science degree in Accounting from Indiana University

Based in Minneapolis, Minnesota, Mike reports to Jack O'Neill, President, CWT North America.

