



# SAM DeFRANCO

## Senior Vice President, Eastern Region Carlson Wagonlit Travel—North America

A founder of our company, Sam holds the role as Senior Vice President for Carlson Wagonlit Travel's (CWT), North America accountable for all P&L and customer service components of the eastern region. Domestically, this area includes 19 offices located throughout the tri-state area, New England, Maryland, Pennsylvania, Cleveland, northern Carolina, Georgia, Tennessee, Florida and Washington D.C. In addition, he is a member of the North American executive committee, where he plays a pivotal role in shaping the future of our company.

With more than 28 years of experience in the travel industry, Sam held previous positions with American Airlines and McGregor Travel Management. In 1992, he partnered to purchase McGregor and built it 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 ten other regional agencies in North America to form Navigant International, which was acquired by CWT in 2006.

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.

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