



Charlie Sultan joined Concur in April 2014 as the SVP of Supplier Services. In this role, Charlie leads of team that is responsible for travel content in Concur Travel and managing all relationships with Travel Suppliers.

He spent 2 years outside the travel industry as the Chief Operating Officer of Bankrate Insurance but spent 15 years at American Airlines in 11 different roles.

He left as the Vice President of AAdvantage Partner Marketing, where he was responsible for overseeing AAdvantage's relationships with over 100 partners, including the major Hotel and Car Rental companies along with Citibank.

Charlie also ran the Sales Planning & Distribution group at American Airlines and was responsible for creating and managing American's incentive programs for TMCs, evaluating corporate discounts, and reshaping American's Small/Medium Business selling strategy. In addition, he was responsible for directing the activities of American Airlines' \$300MM+ Distribution strategy, which included renegotiated agreements with 3 GDSs along with the OTAs and Meta sites.

Charlie has a Bachelor of Science in Economics degree from the Wharton School of the University of Pennsylvania and an MBA from Northwestern's Kellogg School of Management. He currently resides in Denver with his wife and 3 children.