

UATP and Airline Business present:

Airline Distribution 2005

19-21 April 2005
Marriott Resort and Spa
Bangkok



Topic: Session 3: The Future of the GDS

Date: Wednesday, 20 April 2005

Time: 2:00 – 3:30 pm

David Doctor
Director, Airline Marketing and Sales, Airline Business Group
Amadeus

In January 2004 David was appointed Director, Airline Marketing & Sales, Airline Business Group. He is responsible for establishing, maintaining and expanding Amadeus' commercial relationship with airlines. In the area of sales & distribution, David and his team coordinate the worldwide Account Management network.

David joined Amadeus in Madrid as a Market Manager for Western Europe in January 1999 and was later given special responsibility for key growth markets in Europe. Since 2001, David was in charge of the Western European Market Management, being appointed Director in 2003. During this time he oversaw the growth of Amadeus' market share in the European non-founder markets from 15% to over 26%. His responsibility also covered the founder markets which account for nearly 50% of Amadeus' travel agency bookings.

Before joining Amadeus, David held sales and marketing positions at a number of companies including Neil Pryde, a major Asian sports goods company.

David is a graduate in Psychology, Economics and History of Art from Leicester University in the UK, and holds an MBA from IEDE in Spain.

