

Executive Biography



Jake Cefolia
Vice President
Sales – Americas
United

Jake Cefolia is vice president sales – Americas for United. In this role, Jake oversees sales and distribution for the U.S., Canada and Latin America.

Prior to this position, Jake was vice president – Atlantic and Pacific sales where he served as United's chief commercial representative for the Atlantic and Pacific regions. Previously, Jake was managing director of the global accounts division, and also served as the managing director for United's Pacific region, based in Hong Kong.

Before joining United in 2007, Jake held various sales leadership roles at Northwest Airlines and British Airways. In addition to his professional responsibilities, Jake has been an active leader in regional business organizations, including serving on the Boards of the American Chamber of Commerce in Hong Kong, the Detroit Regional Chamber of Commerce and the Young Leaders Circle of the Executives Club of Chicago.

Jake holds a BS in Management from Embry-Riddle Aeronautical University.