

Ian Luck

President - Distribution

T2RL

An experienced commercial leader with broad experience in the airline industry, including management roles in Distribution, Corporate and Agency Sales, Revenue Management, Payment and Commercial Strategy.

Ian's most recent roles include Global Sales Synergies Manager at IAG, Head of Distribution at British Airways and VP Distribution & Product Development, Qatar Airways

Ian led British Airways' change of distribution model in 2017 and the negotiation of new commercial and technology agreements with a range of third parties, including GDSs, Travel Agencies, and NDC Aggregators. To enable this, Ian established a new business and technology unit with a team of two hundred business and IT people to provide direct connect API solutions for all 3rd party sellers. Ian then went on to lead Qatar Airways' combined GDS and PSS negotiations in 2021 before moving to his current role at T2RL.

Core competencies include: Negotiation, Sales, Commercial and IT Strategy, Airline Distribution and Technology, Analytics, System Planning and Integration, Operations Research, and Data Architecture.

Ian is currently actively involved in distribution strategy, negotiation and implementation activities with a range of T2RL customers globally.