

KATE VASILOFF - Moderator
Research Manager at GBTA Foundation

Kate Vasiloff is a Research Manager at the GBTA Foundation, the research and education arm of the Global Business Travel Association (GBTA). As such, Kate is responsible for developing, executing, and managing partner research studies on a variety of business travel-related topics. Prior to working for GBTA, Kate conducted public opinion research for political non-profit organizations. She holds a Bachelor's degree from the University of Virginia and a Master's Degree in Survey Methodology from the University of Connecticut.

ELLINA ARAKELAVA
Sr. Manager Global Travel, Polycom, Inc.

Ellina Arakelova is a Sr. Manager of Global Travel and Meetings and Events Programs at Polycom. Having received an MS degree in Physics and Engineering from Moscow University, Ellina decided to pursue a different path and built her 20 year's career in Travel Industry, progressing from the travel agency day-to-day operations to building and managing complex global travel programs for various high-tech companies in the San Francisco Bay Area and providing consulting services. Her results have been featured in USA Today, Business Travel News and Travel Procurement publications and she has been a featured speaker at leading industry educational events.

LISA ARIAS
Regional Vice President, Hyatt Hotels

Lisa Arias is a seasoned veteran of the hospitality industry and has been a member of the Hyatt family for 24 years. In her role as regional vice president, Hyatt Sales Force -Americas, Arias is responsible for the overall success of driving business to Hyatt's 672hotels in 52 countries. She works directly with the Vice President of Hyatt Sales Force - Americas and manages 15 directors representing corporate business headquartered in the Americas.

Arias was appointed to the position of regional vice president global sales in 2013, after an extensive tenure working in various sales and marketing positions throughout North America. In 2014 and 2015, Arias led her sales teams to exceed revenue goals in global growth, and has earned 95% of associate team satisfaction for multiple years. In 2012, Arias was awarded Hyatt's Sales Director of the Year award and Sales Team of the Year award was received in 2004.

Arias began her career at Hyatt as a sales manager at Hyatt Regency Long Beach. She advanced to director of sales and marketing in 1996 at Hyatt Westlake Plaza, near Los Angeles. She was promoted to larger hotels and markets in the same role that included: Hyatt Regency Los Angeles, Grand Hyatt Seattle (opening director of sales and marketing), Hyatt Regency Long Beach, Hyatt Regency O'Hare and Hyatt Regency Century Plaza, Los Angeles. Arias holds a Bachelor's Degree in Economics from UCLA. She is viewed as a go to expert in her field, and inspirational leader for up and coming sales managers and directors. Under Arias' direction, she

has coached, developed and promoted more than 15 sales managers to Associate and Director of Sales positions, including positions within Hyatt's corporate sales office. Arias often participates in hotel industry conferences including GBTA and MPI among others; and can often be found volunteering and working events and raising awareness for local philanthropy groups such as Susan B. Komen and Race to Erase MS in Los Angeles. Arias, a Southern California native, is an active supporter of her son's basketball and track teams, and participates in the Paul Revere middle school. In her off time, she can be found enjoying all the outdoor luxuries that are synonymous with a southern California life style: golf, beach and sun.

MARILYN TOWNSEND

Director, Global Travel – Sabre

Marilyn Townsend is Director, Global Travel at Sabre – the premier technology provider to global airlines, hotels, online travel agencies and travel management companies. With 25 years of travel industry experience, Marilyn leads an international team primarily focused on global strategic partner negotiations, implementations of Sabre products before they go to market and the delivery of employee travel satisfaction at the most economical cost. She is a graduate of The University of Texas at Austin and resides in Arlington, Texas.

ERIN WILK

Global Travel Safety and Security Manager, Facebook

Currently based in Silicon Valley, Erin is the Global Travel Safety and Security Manager for Facebook, where she is developing and implementing an unprecedented travel risk management program for the company. From 2006 to 2016, Erin was with Bank of America in Charlotte, NC, where she joined as a member of the Global Human Resources Staffing team, supporting HR and Executive Recruiting. In 2009, she moved into Global Corporate Security where she developed, implemented and managed the Global Travel Safety Program for the company. As a Senior Vice President, she was responsible for approximately 60,000 business travelers and over 130 country destinations a year.

Prior to her employment at the bank, Erin was a Professional Matchmaker and Senior Sales Director for It's Just Lunch! Erin graduated from the University of Virginia with a B.A. in Government and later completed the inaugural Global Business Travel Association (GBTA) Manager Level certification course at the UVA Darden School of Business. Erin is the Chair of the GBTA Risk Committee, a GBTA Ladders Mentor, a 2016 GBTA Masters Honors recipient and was a member of the GBTA Travel Risk Management Maturity Model (TRM3) Task Force. She is a graduate of the FBI Charlotte Citizen's Academy and serves on the ASIS Women in Security Council and the Advisory Board for the Global Congress on Travel Risk Management.

Erin is also a fan of handwritten notes and NASCAR, a Leadership Charlotte Class 37 graduate and a member of the Junior League of Palo Alto-Mid Peninsula.

CYNTHIA BADER**Fitbit Global Senior Commodity Manager Indirect Procurement**

Bio Pending

BEN PARODI**VP General Manager, American Express Global Travel**

Ben Parodi began his travel career in the airline industry 30 years ago. He moved to the corporate travel side of the business in 1994, where he steadily rose from Director of Sales to Senior Vice President of Global Sales for a major TMC. During his tenure, Ben led account management, industry relations, pricing, proposal development and creative services teams, while concurrently managing sales. He also spent 2 years managing procurement at a major Silicon Valley corporation. Most recently Ben is Vice President of Sales, leading the US Mid-Market team. He was recognized recently as an exceptional leader, when he won the Kim Vismale Leadership award.

Ben attributes his leadership expertise as the ability to align his athletic/coaching experience, with his business experience to motivate and inspire his team to produce exceptional results.

Ben lives in Pacifica with his wife Laurie, and two children Ben Jr. (22) and Alyssa (16). In Ben's spare time he enjoys hunting, coaching football and sideline coaching his son and daughter in shot put, hammer, soccer and volleyball, respectively.