

Tony D'Astolfo

Chief Commercial Officer at Deem, Inc.

Summary

Experienced Chief Commercial Officer with a demonstrated history of success working in the travel and the technology software industry's. Strong business development professional skilled in Negotiation, Business Planning, Operations Management, Customer Relationship Management (CRM), and Pricing Strategy.

Experience

Chief Commercial Officer at Deem, Inc.

July 2016 - Present

Managing Director at Phocuswright Inc.

August 2013 - July 2016 (3 years)

Chief Sales Officer at GroundLink

February 2012 - July 2013 (1 year 6 months)

GroundLink (www.groundlink.com) is the first global car service, providing transportation in all 50 states and 110 countries via a network of 100,000 private cars, limos, and SUVs. As Chief Sales Officer, Tony is responsible for all corporate and partner sales worldwide.

Senior Vice President, Travel Services at Rearden Commerce

May 2004 - December 2011 (7 years 8 months)

Handle all aspects of travel services vertical category within larger procurement platform for employee business services; providing both strategic and tactical direction.

SVP Sales and Consulting at GetThere

1999 - 2004 (6 years)

National Sales Manager UK and Ireland at United Airlines

January 1997 - December 1999 (3 years)

Managed all Corporate and Leisure Sales activities for UA in the Region

Various Sales, Customer Services and Reservations at United Airlines

February 1979 - December 1997 (18 years 11 months)

Held various Management Positions in Reservations (Reservation Sales Manager); Customer Services (Customer Services Manager - LaGuardia Airport), and Sales (Automation Sales Manager, District Sales Manager, Corporate Sales Manager) over a 17 year period.

Education

Baruch College

BBA, Marketing Management, 1976 - 1980

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[Contact Tony on LinkedIn](#)