
[Glen Hauenstein, President](#)

Glen Hauenstein is President of Delta Air Lines, a position he assumed May 2, 2016. Glen was previously Executive Vice President and Chief Revenue Officer.

As President, Glen oversees a team responsible for Delta's network, revenue management, reservation sales, customer care, customer engagement and loyalty strategies.

Since joining Delta in August 2005, Glen has masterminded the transformation of the airline's network from a primarily domestic operation to a nearly even mix of international and domestic service. He led a team in building a network that includes Delta flights to six continents and extended reach through a leading trans-Atlantic joint venture with Air France-KLM and Alitalia and a newly formed joint venture with Virgin Atlantic Airways. During this time, Delta substantially improved its revenue performance compared to its competitors and redesigned scheduling practices to build a consistently profitable network.

Under Glen's leadership, Delta added more than 70 destinations to its worldwide network, including the first nonstop service to Africa by a U.S. carrier in nearly 20 years; substantially increased reach in Asia; invested in equity stakes in GOL and Aeroméxico to significantly enhance Delta's presence in the fast-growing Latin region; and established a leading presence in New York at both LaGuardia Airport and John F. Kennedy International Airport. He also oversaw Delta's historic expansion at LaGuardia, which added 100 flights and 30 new destinations at New York's premiere airport for business travelers, and the establishment of the trans-Atlantic joint venture with Virgin Atlantic that significantly increased Delta's footprint on highly important business routes between the U.S. and the U.K.

Additionally, he has directed significant enhancements to Delta's product both on the ground and in the air through the implementation of a new design standard for Delta Sky Clubs, the introduction of Sky Decks in Atlanta and New York-JFK, the launch of Economy Comfort seats and Wi-Fi service across all two-class aircraft, and the installation of full flat-bed seats across its widebody fleet. Under his leadership, Delta has also implemented significant enhancements to its technology and eCommerce capabilities, including the introduction of the popular Fly Delta app.

Before joining Delta, Glen served as Vice General Director for Alitalia, serving in the dual role of Chief Commercial Officer and Chief Operating Officer. In his role as Chief Commercial Officer, Glen led a major restructuring of Alitalia's route network, which improved schedule connectivity by more than 50 percent. Under Glen's leadership, Alitalia's revenues grew nearly 20 percent while the aircraft fleet was reduced by more than 10 percent.

Prior to joining Alitalia in 2003, Glen was Senior Vice President – Network for Continental Airlines, where he was responsible for planning and execution of the airline's schedule, fleet, pricing and revenue management strategies. Glen joined Continental in 1987 as International Controller.

Glen is a 1982 graduate of Stetson University, where he received a bachelor's degree in Finance.

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