
[Sandeep Dube, S.V.P. - Pricing & Revenue Management](#)

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Sandeep Dube is Senior Vice President – Pricing & Revenue Management for Delta Air Lines, responsible for the development, planning and execution of pricing and inventory management strategies, product strategy, commercial delivery, as well as commercial systems development and corporate revenue forecasting.

Previously, Sandeep was Senior Vice President — Customer Engagement & Loyalty for Delta Air Lines, and CEO — Delta Vacations. In that role, he was responsible for the airline’s digital strategy, SkyMiles loyalty program, Delta Sky Clubs, the airline’s industry-leading partnerships with companies like American Express, Airbnb and Lyft, and Delta Vacations. In addition to reimagining

the SkyMiles program with enhancements like [Reclaim My Status](#) and expanding the ways customers can earn and use miles that resulted in record new SkyMiles Members and satisfaction scores, he oversaw the team that [renewed Delta's industry-leading partnership with American Express, saw multiple years of +1 million new Card Members annually and relaunched the portfolio of credit cards](#).

Sandeep has deep expertise in leading marketing and commercial organizations, having spent over a decade in the consumer lending and technology industries in consumer marketing and business strategy roles before joining Delta in 2015.

Sandeep holds an engineering degree from the Indian Institute of Technology and an MBA from the Indian Institute of Management.