
[Shawn Cole, V.P. ? Global Sales](#)

Shawn Cole is Vice President – Global Sales for Delta Air Lines. In this role, he is responsible for leading a global sales team focused on maximizing premium revenue and share performance with Delta’s commercial account base.

Shawn is a solutions-driven Delta executive of 12 years, well known for his dedication to servant leadership and support for community partners such as the Atlanta Children’s Shelter and Atlanta Public Schools. In addition, he has been an active member of the Federal Reserve Bank of Atlanta’s Transportation & Logistics council since 2018 and a graduate of Leadership Atlanta in 2020.

Since joining Delta in 2008, Shawn has held various positions of increasing responsibility in numerous divisions. Most recently, Shawn served as Vice President of Delta Cargo, overseeing the \$900 million top-line revenue global organization with a team of 2,000 colleagues. In addition, Shawn worked in the finance division as the Vice President – Finance and Corporate Planning, where he was responsible for annual planning, rolling financial forecast, capital expenditure reporting and analysis, long-term plan development and maintaining a world-class financial system.

Prior to joining Delta, Shawn had various leadership roles in The Coca-Cola System and an auditor for Arthur Andersen LLP.

Shawn holds a B.S. in accounting from North Carolina Agricultural & Technical State University and earned an M.B.A. from the Kellogg School of Management at Northwestern University.

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