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Rob LeBel, Managing Director – Specialty, Canada, Mexico, and Mid-Market Sales



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Rob LeBel is Managing Director – Specialty, Canada, Mexico, and Mid-Market Sales for Delta Air Lines based in Atlanta, GA. Rob is responsible for leading a team of 65 Delta sales professionals throughout North America and providing strategic direction across several diverse Corporate and Travel Agency revenue channels. These channels include Tour Operators, Consolidators, Cruise Lines, Military/Government, Sports and Universities, Nikkei, Missionary/Humanitarian, State Contracts, Meetings, Incentives, and Groups representing over \$4 Billion in annual revenue.

Rob joined Delta in 2000 as a Senior Analyst in Revenue Management following a five year logistics career at Georgia Pacific Corporation. Since this time, Rob has held a variety of positions of increasing responsibility at Delta. These positions have included Area Manager – Sales Development, General Manager – Market Development & Strategic Planning, General Manager – Leisure Sales, General Manager - Global Corporate Sales, and Director – International Specialty Sales. In his most recent position as Managing Director – Global Cargo Sales, Rob was a key leader in spearheading the positive transformation of the Cargo division.

Rob has been active in various key travel industry associations and previously served as chairman on the Global Business Travel Association (GBTA) aviation committee.

Rob holds an undergraduate degree in Aviation Management from Auburn University and an MBA from the University of Georgia.

He is married with two young children.

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