TripActions Adds Proven Enterprise Sales Leader Carlos Delatorre as Chief Revenue Officer

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Delatorre will further advance TripActions into next phase of hyper-growth in CRO role, helping scale the company to reach new markets, industries and enterprises around the world

PALO ALTO, CA, January 22, 2020 – TripActions, the fastest-growing business travel platform trusted by more than 3,000 enterprises globally, announced that Carlos Delatorre has joined the company as Chief Revenue Officer. Delatorre brings nearly 25+ years of sales, customer success, professional services and operations leadership to his new role at the corporate travel management leader. Delatorre's track record in leading teams to successfully sell and deliver value to global enterprises will help TripActions further scale to serve new markets, industries and companies around the world.

"We're thrilled to bring Carlos onboard as our new Chief Revenue Officer to help drive our continued 5X year over year growth," said **Ariel Cohen, co-founder & CEO, TripActions.** "Carlos' deep experience leading and scaling hyper-growth sales organizations coupled with his unrelenting passion for customer success complements our existing mission-driven leadership team and culture to further bring the value of TripActions to more enterprises globally."

"As a sales and customer success leader, being able to be there in person to make the right first impression, build and develop relationships, and ultimately close deals is critical," said **Carlos Delatorre, CRO, TripActions.** "It's shocking that corporate travel has been neglected by technology and starved for innovation for decades — until now. I'm excited to join corporate travel management leader TripActions and be a part of the business travel revolution TripActions is enabling."

Delivered within a powerful, easy-to-use mobile-first interface, TripActions is a modern, purpose-built corporate travel platform that offers consumer-like ease of use, convenience, and instant satisfaction with unrivaled inventory choice, powerful personalization, and 24/7 global travel agents that travelers love. That love translates to high user adoption of 90% and above which gives C-Suite executives, finance leaders and travel managers the spend visibility, control, data and insights they need to optimize their travel programs, save money and fulfill their duty of care commitments.

More than 3,000 enterprises, including Zoom Video Communications, Lyft, Okta, Box, Crate and Barrel, Allbirds, and Sara Lee Frozen Bakery, trust TripActions to manage more than $2 billion in annual travel budget. TripActions reduces average booking time from 60 minutes down to less than six, delighting employees with an unprecedented 93% traveler satisfaction while achieving cost savings of up to 34% savings on lodging alone.

As CRO, Delatorre will oversee global sales for TripActions. Prior to TripActions, Delatorre served as CEO at Vera Security, Chief Revenue Officer at MongoDB, SVP of Sales at Clearslide, SVP of Worldwide Sales at DynamicOps, and AVP of Sales at BMC Software, among other roles. He earned his undergraduate degrees at the University of Miami and Troy State University, and his MBA from Troy State University.

For more information on TripActions, visit www.tripactions.com. To be part of the team reinventing corporate travel, visit www.tripactions.com/careers.