



ROGER POULTON
Vice President, Air New Zealand - The Americas

A true “kiwi,” Roger Poulton has been a loyal employee of Air New Zealand for 37 years and is still loving every minute of it. As a teenager -- when Poulton started at Air New Zealand as a mail sorter -- he never guessed that one day he would hold the title of vice-president for an airline that has grown to be one of the most valued international carriers. With a passion for his native homeland, Roger has made a successful career over the last three decades by using his knowledge of Kiwi culture to help build a brand that delivers the finest of New Zealand to travelers around the globe.

Before assuming the role of vice-president of the Americas in 2006, Poulton served as general manager for New Zealand & Pacific Islands. Based “down under,” he was responsible for the airline’s sales, distribution and tactical marketing for domestic and international operations. In this capacity, Poulton successfully built over 50 percent of the company’s passenger revenue.

Throughout his career, Poulton has served in a wide range of management positions covering everything from in-flight service to retail businesses and has been based everywhere from Fiji to Dallas. To round out his worldliness, Poulton also spent six years in London as General Manager UK/Europe.

Poulton attended Auckland University and Massey University in New Zealand completing an undergraduate degree in marketing and Master of Business Administration, respectively.

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