

STEPHANIE CHUNG



CORPORATE BOARD OF DIRECTORS CANDIDATE

Travel | Hospitality | Aviation | Luxury Retail | Entertainment

TRANSFORMATIONAL EXPERT

COMMERCIAL STRATEGIST

PASSION FOR PEOPLE

INCISIVE | COLLABORATIVE

LEGACY OF RESULTS

Stephanie Chung's mission driven approach, strategic intelligence, mastery of the customer experience, and her capacity to bring diverse teams together are distinguished skills she will bring into the boardroom. Her values, character, and philosophy are grounded in her childhood as a "military brat" in an Air Force family. Her business experiences and proven record of growing companies ensures incisive questions that will positively shape boardroom deliberations and decisions. Her highly relational style and passion for the success of others creates optimism and trust in both the leadership team and her peers in the boardroom. Her energy and intelligence – business, leadership, and emotional – will bring an inspiring dimension into the boardroom of companies she is honored to serve.

Stephanie is now the Chief Growth Officer for Wheels Up, a company committed to being an accessible and inclusive company as it executes on its vision to redefine the private aviation travel experience. Recruited in 2020 for her strategic visioning, business development, and leadership successes, this inaugural role encompasses creating and executing an externally-focused growth strategy that builds preference and loyalty from more diverse customer segments in multi-cultural markets. Externally, she is leveraging the role's platform to evangelize the company's ambitions and seek strategic opportunities with the media and forums that showcase the company's growth initiatives.

She currently serves on the Make-A-Wish Board and on the Advisory Council of the National Business Aviation Association (NBAA). In 2019, with a city in crisis, Stephanie was asked to join the Advisory Board of the Texas Commission on Law Enforcement (TOCLE), bringing her talents for listening, collaboration, and leadership to the commission's work. She also served on the Board of the Dallas YMCA Oak Cliff Branch.

From 2018 to 2020, Stephanie served as President of JetSuite, an investor-owned provider of private jet service to high net worth individuals, celebrities, and corporations. Reporting to the CEO, she was the first African American President of any major private aviation business in the U.S. She was recruited to transform the company from a commodity service to a luxury experience for the customer. In her first year, she repositioned the brand, upgraded the fleet, and elevated the product and client experience. JetSuite was named to the *Dallas Business Journal's* 100 Fastest Growing Private Companies and voted one of the *Best Places To Work* by the Human Rights Campaign (HRC).

In 2013, Stephanie launched her own coaching and training firm, setting the strategic vision, then building the business with Fortune 500 clients as well as small businesses, introducing "Neuroscience Selling", authoring a book, and making national media appearances and speaking engagements.

From 2000 until 2013, Stephanie was with Bombardier Aviation in progressively senior sales management roles. During Stephanie's time as VP of Sales for the company's Flexjet subsidiary, she built a sales team that generated over \$800M in revenue. She then formed a subset team to capture complex deals resulting in a 100% success rate and adding an additional \$35M in revenue. She also created and led a company-wide initiative that increased and improved owner renewals resulting in an 80% retention rate, the highest in the company's history. Earlier, she was in sales / management at US Airways (now American) and Delta Airlines Dream Vacations.

Stephanie has received numerous relevant accolades. She was named to Adweek's 2021 Women Trailblazers and to the Robb Report 2021 magazine featuring "23 Black Visionaries Who are Changing the Luxury World Right Now." She was also named one of "2021 Top Women in Travel & Hospitality" by Women Leading Travel & Hospitality. She was listed on the 2020 Ebony Power 100, in *D CEO Magazine's* Top 500 and in a feature article on "Women Who Built Dallas." Stephanie has been a contributing columnist for Inc. and Black Enterprise Magazine, and is a highly sought after speaker.