
MICHAEL F. STONE, CTIE, CPCU

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PROFESSIONAL SUMMARY

Dynamic travel and tourism industry leader with extensive operating experience and a proven track record in product development, sales, marketing, customer engagement, team building, negotiation, fiscal management, insurance, and technology.

EXPERIENCE

SRG Technology – Fort Lauderdale, Florida

President, Blender Travel Solutions 2024 - Present

VP, Strategic Partnerships and New Markets - 2014 – 2023

- Directed strategic marketing and sales initiatives at SRG Technology
- Opened new markets in the US and Middle East
- Established a “Gold Level” partnership with IBM for the company's digital engagement solutions
- Led the development of a digital travel wallet, engagement, and personalization platform
- Helped develop sales pipelines in education, healthcare, and travel
- Successfully negotiated a royalty free license for IBM’s document management, verification and validation technology to enhance SRGT’s technology platform and offerings

Gestation, Inc. – Fort Lauderdale, Florida

Consultant - 1999 – Present

Founded company to identify and deliver innovative technology to improve the management, sales, and marketing of travel companies and to offer business management and development services

Representative consulting projects:

- Product and sales development strategies for travel, tour, hotel, and cruise companies
- Business process improvement plan for a major luxury tour operator
- Business audit and strategic restructuring roadmap for large luxury travel agency
- Negotiated strategic sales contracts with major tourism destinations and hotel companies
- Travel agency sales strategies and plans
- Developed a Customer Relationship Management strategy for a major US travel company
- Helped an international ground operator set up a US office
- Organized and led a team of international travel executives to meet with top US tour operators to discuss travel development, sales, marketing, and technology in the US
- Expert Witness work in legal cases for tour operators, travel agencies, and cruise companies

Travel Sciences, Inc. – Hartford, Connecticut

Director - November 2001 – Present

Co-Founder/Chief Executive Officer - 2001 – 2007

- Successfully developed, sold, and implemented unique CRM (Customer Relationship Management), vacation packaging, marketing, sales and fiscal management technologies for cruise, tour operating, and travel companies
- Successfully exited company through an investor and management buyout
- Retained as Board Member to provide ongoing travel industry advice

North American Leisure Group (NALG) – Fort Lauderdale, Florida

President - 1996 - 1998

- Established and led a successful travel business for an international travel company
- Exceeded revenue goals generating \$300 million in annual revenues through a combination of strategic acquisitions and new business development

Certified Vacations – Fort Lauderdale, Florida

President and Chief Executive Officer - 1992 – 1996

- Implemented a successful transformation, growth and diversification strategy that resulted in an exponential sales and revenue growth in excess of 750%
- Successfully negotiated, developed, and operated tour operating programs for Delta Airlines, Continental Airlines, Lufthansa Airlines, American Express, and AAA

OTHER EXPERIENCE

- Co-Owner and Treasurer of a multi-location travel agency and retail cruise business
- Hotel Sales and Hospitality Management
- President and Co-Owner of a Property Casualty, Risk Management & Underwriting Agency
- President of two public-private industrial development corporations
- Restaurant Development and Ownership
- Board Member and Officer of a variety of profit and non-profit organizations, including regional hospital, private elementary school, art museum, and Red Cross

EDUCATION

Cornell University – Ithaca, New York

Bachelor of Science Degree - Hotel and Hospitality Management

Teaching Assistant: Hotel & Hospitality Law, Personnel Management, Psychology, Franchising

Lifetime Member - Cornell Hotel Society

Syracuse University

Foreign Study - Florence, Italy - Italian Language and Art

LICENSES & CERTIFICATIONS

The Travel Institute

CTIE - Certified Travel Industry Executive

The Insurance Institute

CPCU - Certified Property Casualty Underwriter