

Executive Biography



Dave Hilfman
Senior Vice President
Worldwide Sales
United

Dave Hilfman is senior vice president of worldwide sales for United. In this role, Dave is responsible for directing the efforts of a team of over 700 sales professionals who manage sales programs, relationships and revenue with corporations, travel management companies and distributors around the world.

Dave was previously senior vice president of worldwide sales for Continental Airlines from 2004 to 2010.

Dave started his airline career in 1981 with Eastern Airlines as a campus sales representative at the University of South Florida. He held sales positions of increasing responsibility with Eastern throughout the southeastern United States until joining Continental Airlines in 1986 where he served as regional sales manager in New York City and director of the western sales division based in Los Angeles. In 1992, Dave moved to the airline's corporate headquarters in Houston, where he held the positions of senior director of U.S. field sales, vice president of multinational sales and revenue programs and vice president of sales and reservations.

Dave graduated from the University of South Florida with a degree in finance. He's an avid golfer and has one son.