

Vantage Point-Vail Condominium Association
2023 Board of Directors
Nomination & Resume

I would like to add my name for the nomination to serve on the Board of Directors of Vantage Point-Vail Condominium Association. If elected, I will commit to serve my term as an active participant. I have completed the nomination form below and attached my resume. I give permission for it to be sent to all Vantage Point-Vail homeowners for the purpose of voting.

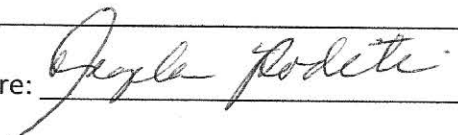
Name: Angela Roditi Phone Number: 786-367-2497
Address: 2127 Brickell Avenue, apt. 2105
Miami, FL 33129
Email: angieroditi@gmail.com

Vantage Point-Vail Condo Number: 303

Describe experiences you have which would benefit the Association:
Extensive experience in the luxury travel industry. Have worked in the hospitality industry for more than 30 years.
My husband has owned apt 303 for more than 35 years. Well acquainted with Vantage Point and Vail.

The reason you wish to serve on the Board of Directors:
I beleive that my experience in hospitality and the fact that I have held various executive roles in the industry and have served on various advisory boards would be an asset to the Board.

Additional information you wish to include:
Have provided by CV and Resume for your consideration.

Signature:  Date: Aug. 7, 2023

Please return by Saturday, August 12, 2023.

Email: dawn@vpvail.com
Mail: Vantage Point-Vail Condominium Association
508 E. Lionshead Circle
Vail, CO 81657

Angela M. Roditi

2127 Brickell Avenue, #2105

Miami, FL 33129

Home: (305) 854-5328

Cell: (786) 367-2497

angieroditi@gmail.com

Angela Roditi is a highly sought-after Travel Industry Thought Leader and Strategic Subject Matter Expert.

Angela has over 30 years of progressive management experience in the Travel and Payment Industry with significant emphasis in strategic planning and the establishment and management of long-term strategic alliances. Experienced in negotiations, budget and opportunity analysis, cost control, contract management and business development. Additionally, her knowledge of performance management and ability to analyze complex situations and affect solutions, makes Angela a valued advisor and leader. An exceptional communicator, her leadership skills and experience have been critical in supporting and achieving the goals and objectives of Angela's employers, clients, and partners.

More recently, her experience and knowledge have proven invaluable to various entities in the establishment of a strategic direction and development of plans to navigate the unpredictable and unprecedented waters of the pandemic and post-pandemic realities of the Travel Industry world-wide. Assuring that her clients are looking forward, well positioned, and prepared to not only succeed but thrive moving forward.

Angela is a leader in the establishment and development of alliances in the Tourism Boards, Upscale Retail, and Travel Merchants segments. Establishing, developing, and managing long term strategic alliances resulting in increased sales,

business development opportunities, and usage volumes within these segments. Additional alliances have included Merchant Associations, Large Upscale Retail Malls, selected *Streets* and *Boulevards*, Upscale Global Travel Providers such as Tier-1 branded *Cruise Lines, Hotels, and Resorts*.

A frequent speaker and panelist at Travel conventions, seminars, and forums; she is recognized for her experience, knowledge, and keen insights into the industry and building alliances to enable growth.

Ms. Roditi has held key management positions at various prestigious travel related organizations. They include the following:

Executive Consultant – Travel Industry

Miami, FL (*Aug. 2020.- Present*)

Virtuoso, Ltd.

Miami, FL

Vice President – Alliances (Feb. 2008- Mar 2020)

Visa International

Miami, FL

Vice President – Merchant Relations

Latin American & Caribbean Region (2004-2007)

Vice President – Travel Partnerships

Latin American & Caribbean Region (1997-2004)

Star Clippers Cruise Line, Ltd.

Coral Gables, FL

Vice President – Sales & Marketing (1994-1997)

Some of Angela's more significant accomplishments have been summarized below:

- Established and developed Global Tourism exponentially from first year of inception, generating over \$7M in Revenue in 2019.
- **Atout France** – *Advisory Board Member*
- **Discover Puerto Rico** – *Advisory Board Member*
- **Mexico Tourism Board Marketing Council** – *Advisory Board Member*
- Established and grew strategic alliances with within the travel and retail industry throughout the Americas, resulting in volume increases for Visa and its alliance partners; while attaining double digit growth within the segments managed and related to investments and initiatives.
- Successfully managed budgets of over \$6M resulting in positive ROI and recognized fiscal compliance.
- Successfully led team that re-introduced specialty cruise products into the Americas resulting in expanded markets and obtaining an over 50% increase in sales volume.
- As sales and marketing executive delivered exceptional sales growth and market penetration throughout the Americas.
- In 1999 was recognized by her peers as one of the "*100 Most Powerful Women in Travel*".

- Fluent in *English, Spanish and Portuguese*. Conversational *French and Italian*.

TRAINING & CERTIFICATIONS

CTA – Certified Travel Advisor

CTC – Certified Travel Counselor

Strategic Marketing Certificate

Executive Education-Kellogg School of Management
Northwestern University, Chicago, IL

- Business Marketing Strategy
- Market Access Strategies: Leveraging Your Channels of Distribution
- Managing New Products and Services for Strategic Competitive Advantage
- Branding: Creating, Building, and Rejuvenating Your Brand

VISA Sponsored Courses

- Performance Management
- Strategic Communications (Internal, External & Executive)
- Law in the Workplace
- Strategic Thinking

EDUCATION

Master of Arts in International Relations

University of Miami
Coral Gables, FL.

Bachelor of Arts in Foreign Languages and Political Science

University of Miami
Coral Gables, FL.

EXPERIENCE**Independent Executive Consultant**

Miami, FL

Travel Industry Consultant / Outsourced Executive**August 2020 to Present**

Managed and directed targeted strategic efforts for Travel Industry Organizations. Projects have included, but not limited to, identifying and establishing alliances (national and international) with partners within the Travel Industry, active participation in developing and executing post-pandemic re-engagement and growth plans, and participation (as a principal / founder) in a new cutting-edge professional travel services organization and network (Phoenix180).

Virtuoso, Ltd.

Miami, FL

Vice President**February 2008 to March 2020**

Managed and directed Strategic Alliance Team; accountable for identifying and establishing alliances with partners within and outside of the Travel and Payment Industry, with the intent of assisting the Virtuoso member (advisor) and partner to achieve growth in both client base and revenue.

Alliances and Partners are inclusive of, but not limited to Tier-1 brands in Finance (*such as MasterCard, UBS/Barclays, Merrill Lynch*), Upscale Retail Merchants (*such as Galeries La Fayette and El Corte Ingles*), and Tourism Boards (over 90 Tourism Bureaus from around the world). Established and maintained partnerships with government officials including Deputy Directors and Minister of Tourism from over 90 countries, states and/or cities.

Establish and maintain relationships with top travel agents in 22 countries, upscale travel suppliers from over 70 countries as well as Minister and/or Directors of Tourism from over 90 countries, states and/or cities.

Visa International

Miami, FL

Vice President – Merchant Relations**October 2004 to December 2007****Latin American & Caribbean Region**

Responsible for identifying key upscale retail and travel merchants with the intent of establishing and managing long term strategic alliances resulting in increased Visa volume within these segments. Alliances include Merchant Associations, large upscale retail malls, selected streets and Boulevards, upscale travel providers such as cruise lines, hotels, and resorts.

Negotiate and secure compelling added values and benefits on an exclusive basis for the premium cardholders within the Latin American and Caribbean Region as well as for global cardholders when traveling within the Region. Merchant locations include restaurants, upscale global brands, local upscale brands, resorts and hotels.

Responsible for the creation of the Visa Travel Experience program coupled with a network of upscale travel agencies in 10 key markets within the Region who fulfills the travel requirements of the most affluent cardholders.

Extensive exposure to banks issuers of premium cardholders to promote and market the added value programs secured for this target.

Vice President – Travel Partnerships**October 1997 to September 2004****Latin American & Caribbean Region**

Managed the Travel Partnerships Team and was personally responsible for the sales volume related to international travelers spend in the Latin American and Caribbean Region.

Negotiated and managed numerous alliances with travel providers to secure preference for the Visa cardholder when traveling within the Region, as well as benefits for the Latin American and Caribbean cardholders when traveling outside the Region.

Marketing efforts included outdoor media, point of sale materials, consumer advertising and all points of contact for the international traveler.

Additional areas of responsibility included:

- **Meeting Planning.** Managed teams responsible for planning and organizing meetings and conferences for Advisors, Board Meetings, Bankers and Regional Member Meetings; sizes ranged from 5 to over 800 participants and from domestic to international destinations.
- **Corporate Travel:** Managed the travel agency responsible for internal travel needs. Responsibility included directly negotiating contracts with airlines and hotels for corporate travel.

Star Clippers Cruise Line, Ltd.

Coral Gables, FL

Vice President – Sales & Marketing

February 1994 to September 1997

Initially hired as Executive Director of Sales and Marketing in February 1994 and promoted due to immediate positive results to Vice President in August 1994.

Personally, responsible in managing and directing all sales and marketing efforts throughout the United States, Latin America, Canada, Mexico and the Caribbean. An increase of over 50% in sales was generated within the first year.

Supervised Regional Directors of Sales, Marketing, Public Relations and Passenger Services.

EDUCATION

University of Miami
Coral Gables, FL

Master of Arts
International Relations

University of Miami
Coral Gables, FL

Bachelor of Arts
Foreign Languages and Political Science

LANGUAGES

Fluent in English, Spanish and Portuguese. Conversational French and Italian.

Reference available upon request.