



## Milton De La Paz

Vice President,  
Airline Relations and Cargo Business

### DFW International Airport

Milton De La Paz is Vice President of Airline Relations at Dallas Fort Worth International Airport and directs the airport's primary business goal to grow the core business of domestic and international passenger and cargo airline service. He also leads efforts to optimize business performance with all passenger and cargo airline partners at DFW. Milton is an accomplished senior commercial executive with more than 25 years of airline experience in the aviation and commercial airlines industry. He is responsible for the execution of DFW Airport's short- and long-range new air service strategies and for the airport's strategy to retain and grow existing airline service. He also leads DFW's air cargo business development strategy including new air cargo route development initiatives, facilities and infrastructure assessment and DFW air cargo community engagement.

Before joining DFW in 2013, Milton was the Central USA Regional Manager for QANTAS, and managed global negotiations and strategy for a portfolio of the airline's largest global customers. He also held the position of Latin America Manager responsible for all industry commercial and airline alliance relationships throughout the region.

His accomplishments with QANTAS included the development of its marine and air/sea program for the cruise and offshore industries. He also maximized the airline's market position in Latin America through direct involvement in establishing and developing their infrastructure and sales/distribution organization.

Milton also designed and implemented the learning and development program for QANTAS's entire global sales team.

Milton began his aviation career at Aeromexico Airlines in 1983 where he worked to develop brand loyalty through strategic exposure in local promotions, tradeshow and media.