

JASON D. FLOYD

GLOBAL TECHNOLOGY EXECUTIVE | SAAS P&L | PRODUCT STRATEGY | OPERATIONS

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PROFESSIONAL SUMMARY

Global technology executive with 20+ years of experience leading software as a service (SaaS) product strategy, go-to-market execution, enterprise sales, customer delivery, and profit and loss (P&L) management for businesses exceeding \$250M.

CORE COMPETENCIES

SaaS General Management | Global P&L and EBITA | Product Strategy and Roadmaps | Go-to-Market Strategy
AI Strategy and Adoption | Generative AI and Prompt Engineering | Operations | Service Delivery
Subscription Sales Growth | Commercial Team Leadership | Customer Success | Global Team Leadership

PROFESSIONAL EXPERIENCE

Amadeus Hospitality | *Remote*

Senior Vice President, Above Property Solutions | *March 2024 - Present*

- Lead Amadeus's global Above Property Product Team, with responsibility for cloud software product design, sales support, and customer delivery oversight.
- Own full P&L and EBITA accountability for a \$250M+ line of business.
- Lead product design of an above-property SaaS suite comprising a next-generation central reservation system (CRS), call center, booking engine, and guest management systems.
- Lead the product design team responsible for AI adoption and prompt engineering across CRS and guest interaction solutions.
- Serve as primary business owner for a global digital transformation migrating 15,000+ Marriott, Accor, and Ascott hotels from legacy CRS platforms to the Amadeus CRS ecosystem.
- Lead the business team supporting one of the hospitality technology industry's largest acquisitions in 2026.
- Serve as business owner for the Enterprise Customer Advisory Board.

Infor Global Solutions | *Remote*

Global Business Unit Leader / Senior Vice President, Hospitality | *June 2012 - November 2022*

- Led Infor's global Hospitality Industry Business Unit, with responsibility for cloud product design and delivery, sales, marketing, support, and hardware logistics.
- Held P&L, EBITA, and executive management accountability for a \$150M division.
- Delivered 10 consecutive years of double-digit global subscription sales growth while directing product management.
- Led the acquisition of three technology companies to support strategic and opportunistic business-unit growth.
- Built a next-generation suite of cloud-based hospitality technology solutions.
- Directed warehouse logistics for more than \$3M of point-of-sale hardware inventory.

PROFESSIONAL EXPERIENCE (CONTINUED)

Agilysys | *Remote*

Product Management and Sales Executive | *November 1997 - June 2012*

- Advanced through multiple product management and sales leadership roles, culminating as Vice President of Sales for Non-Gaming and Resort Sales.
- Expanded Agilysys into new hospitality microverticals and international markets.
- Helped reposition the company from a gaming-centered technology provider to a broader hospitality technology company.

ADDITIONAL EXPERIENCE

Sergeant | United States Army | *May 1991 - July 1999*

- 3 Years Active Service
- 5 Years Reserve Service

General Manager | Kimpton Hotels | *September 1995 - November 1997*

EDUCATION AND TRAINING

Bachelor of Science in Business Administration | Kansas State University - Manhattan, Kansas

Concentration: Hotel, Restaurant, and Institution Management

Quartermaster Logistics Training | United States Army Quartermaster Logistics School - Fort Lee, Virginia

SELECTED AWARDS AND AFFILIATIONS

Infor Circle of Excellence | Infor Global Solutions | *2015, 2019, and 2021*

Agilysys Circle of Excellence | Agilysys | *2008, 2009, and 2010*

Hospitality Financial and Technology Professionals (HFTP) | Kansas State University Alumni Association | The American Legion