



Nat Pieper | Chief Commercial Officer

Nat Pieper is Chief Commercial Officer at American Airlines. In this role, he leads the airline's commercial strategy, planning and performance across alliances and partnerships, cargo, co-branded credit card program, loyalty, network planning, revenue management, and sales and distribution. He also co-leads the Customer Experience team alongside Chief Operating Officer David Seymour.

Nat most recently served as CEO of the oneworld alliance, where he integrated two new member airlines, launched sustainability and customer experience initiatives, and redefined the alliance's mission and strategy to focus on premium experience, digital integration, and long-term structural success.

Prior to oneworld, Nat held senior commercial and finance leadership roles at Alaska Air Group, Delta Air Lines and Northwest Airlines. At Alaska, he led the airline's entry into oneworld, built a commercial partnership with American Airlines, executed major aircraft transactions, and secured ample liquidity during the pandemic. At Delta, he served as Senior Vice President for Europe, Middle East, Africa and India, with responsibility for all commercial activities, and as Vice President of Fleet Strategy and Transactions, overseeing multi-billion-dollar aircraft campaigns and a global fleet overhaul.

Nat began his airline career at Northwest Airlines in finance, strategy, and alliances and joined Delta's leadership team following its merger with Northwest in 2008.

He holds a Bachelor of Arts in history from Duke University and a Master of Business Administration in strategy, finance and transportation management from the Kellogg School of Management at Northwestern University.