



Despite Economic situation TravelManagers Expand

Thursday, 11 December 2008

Despite Economic situation TravelManagers Expand

TravelManagers' strong growth this year has enabled the company to accelerate establishing four new positions, six months earlier than originally anticipated.

The new role is called a state business partnership manager with the four managers based across Australia. The role has two major focuses; retention of existing personal travel managers through ensuring they are supported, listened to and are receiving what they need and secondly the identification of and recruiting new personal travel managers.

TravelManagers' executive general manager, Mandy Scotney says the positions send a clear signal regarding the importance placed on the company's personal travel managers.

"We recognise that our greatest assets are our personal travel managers. It doesn't matter whether they are new to our business and need support and training or helping already established personal travel managers work on their business, we want them to know we are here for them."

Ms. Scotney believes that confidence is a huge factor in personal travel managers who succeed.

"Successful personal travel managers back themselves; they have a real confidence about their own ability and what they can offer new or existing clients. We want to ensure all of our personal travel managers have that confidence so supporting new recruits so they can hit the ground running is vital as is ongoing communication with our existing personal travel managers."

Ms. Scotney compared the role to that of a business mentor enabling existing personal travel managers to continually raise the bar.

"There is nothing better than having someone interested in your business you can bounce ideas off, someone who can assist you with your business plan while providing you with suggested initiatives that have worked well across the country.

Ms Scotney says they are looking for candidates with a minimum of five years travel agency management experience or someone who has held a business development role within the travel industry.

"The travel industry is so unique and also very complicated so we believe it is essential they understand the sector. An aptitude for technology and a basic understanding of accounting principles and financial imperatives is required as are good communication skills both oral and written."

Ms. Scotney is expecting a good response to the role from applicants.

"This is a great role with a company that is going places. It is a chance to stay within the travel industry while having the opportunity to really motivate, support and encourage people to give being a personal travel manager a go and those that are already, to lift their business to the next level. It's hugely exciting and will require lots of energy and a positive approach but the rewards and buzz factor will be second to none."

Scotney says the TravelManagers' business model is proving to be hugely successful and these positions demonstrate the company's commitment.

"We have a strong desire to deliver more support in the field through the individual business partnership managers. They will be an integral part of the personal travel managers' central support team and will be based in New South Wales, Victoria, Western Australia and Queensland."

For a confidential discussion regarding these positions contact Mandy Scotney, executive general manager, on 0403934058 or mscotney@houseoftravel.com.au

CONTACT

Tel: 1800 019 599 Email: info@travelmanagers.com.au

<http://join.travelmanagers.com.au/>

ABN: 35 113 085 626 Licences No's: NSW 2TA5758, QLD 3168806, SA TTA198473,
TAS TAS158, VIC 32695, WA 9TA1394