

TravelManagers' Appoint South and Western Australia BPM

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TRAVELMANAGERS

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TravelManagers has appointed Alison Hill as their new business partnership manager for the South and Western Australia areas, based in Perth. Ms Hill has significant experience in the travel industry having worked for a number of tour companies and most recently Royal Brunei Airlines.

Mandy Scotney, TravelManagers' executive general manager says having Ms Hill on board is great news.

"Through her depth of experience working with various products Alison understands sales and most importantly delivering what the client wants. We are very excited to have her as part of TravelManagers' national partnership team."

Ms Scotney reiterated that the business partnership manager role is a critical one for TravelManagers.

"We see supporting our personal travel managers as essential and consequently we back this up by putting a lot of resource behind them. The business partnership role is all about understanding individual personal travel manager's business needs and working with them to satisfying them."



Ms Hill says she can't wait to get started and was drawn to the role because of its 'hands-on' nature.

"I am looking forward to working with the personal travel managers in my regions. The role encompasses a number of areas but the key one involves assisting them to develop and implement business plans and marketing activity programs. From here everything else stems off it."

Other aspects to the business partnership manager role involve:

- Identifying product and supplier training needs and coordinating implementation of training and supplier updates in the most appropriate and rewarding manner for all parties concerned.
- Advising personal travel managers on all aspects of consumer promotional events from honeymoon expos and retiree travel exhibitions to specialist travel shows and introductory cruise briefings etc. Where required liaising with prospective participating partner suppliers.
- Establishing and maintaining relationships with partner suppliers and facilitating meaningful access by partner suppliers to our PTMs and vice-versa.
- Where requested, assist with identifying and securing new business opportunities.
- Set up regular state and regional meetings with a social focus that encourages the sharing of ideas, development of discussion about experiences with clients and opportunities for developing sales and new business ideas
- Assisting with induction of new personal travel managers and ensuring they are aware of all the extensive content of The Oracle (intranet) and TravelManagers' local marketing kit.
- Encourage personal travel manager to participate in relevant weekly webinars and ensure they are maximising the promotional opportunities provided by the fortnightly personalised eNewsletters and quarterly travel catalogues.

Ms Hill begins her role this week.

For more information visit: <http://join.travelmanagers.com.au>

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