

Maternity Leave Creates Unique Opportunity with TravelManagers

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TravelManagers' state based, business partnership managers are unique in the personal travel manager world and a valuable resource according to James Hermiston who operates his personal travel manager business from Camp Hill in Queensland.

"It has been invaluable for developing my business to have a business partnership manager to call upon for advice or to bounce ideas off. They really think about things from *my* businesses point of view and what *my* individual needs are."

Sarah Weaver TravelManagers' business partnership manager in Queensland is taking maternity leave for the next 12 months, creating an opportunity for Irish born Karen Dowling to temporarily replace her during this period.

With over 20 years experience in the travel industry across many different areas, Ms Dowling is well suited to the role. Her experience covers account management, business development skills including relationship building and networking and an understanding of being a sales tactician with a creative and strategic approach. Ms Dowling says she was immediately drawn to the role when she saw the advertisement.



Sarah and Karen take time out for a smile, during an in depth handover before Sarah goes on maternity leave.

"TravelManagers have such a solid name in the personal travel manager market, the fact they offer this sort of support outside of their head office structure, really says something. It's clearly working when you look at the sales results their team is achieving."

Ms Dowling says the personal travel manager concept is all about travellers wanting access to highly skilled, efficient and passionate people who know travel inside and out.

"I am really looking forward to this new challenge. I am an absolute advocate for the concept and I can't wait to meet the existing team in Queensland plus recruit more of course! I am excited about sharing my ideas and experiences to assist grow their businesses and as a result, TravelManagers.

Mandy Scotney, TravelManagers' executive general manager says the benefits to their personal travel manager networks in New South Wales, Victoria and Queensland and their partner suppliers in each of these States as a result of the positions, is critical.

"While we have the best commission level/split, which is certainly an attraction to those considering the personal travel manager concept, we see good mentoring advice and support as a vital component of success for our team."

Ms Scotney says the business partnership role is very much about assisting the personal travel managers to grow their client base in a way that is sustainable for them individually.

"We value these positions so much we expect to make an announcement on the appointment of a business partnership manager in Perth to assist our personal travel managers and partner suppliers in Western Australia and South Australia later this month."

Ms Scotney says suppliers form a fundamental part of the business development mentor's role.

"We place high importance on ensuring our teams are well trained and versed in the relevant products. This includes exclusive family opportunities and extensive webinar training run in conjunction with partner suppliers. Our business development mentors must have or be able to develop strong relationships with the suppliers in their area and ensure regular training opportunities for their team."

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

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