

SALES & MARKETING SERVICES

- **direct sales contact**
pre-planned, regular sales calls to key wholesalers on your behalf
- **trade training**
product presentation and training to wholesale booking staff and selected travel agencies
- **trade workshops and roadshows**
participation in workshops or roadshows organised through key wholesalers
- **contact to product manager and opinion leaders**
negotiation of brochure inclusion to increase the level of exposure of your product
- **consumer promotions**
attending consumer promotions organised through key partners
- **travel show presence**
participation in travel shows in your markets
- **project work**
realisation of specific sales & marketing activities
- **online services**
compilation and distribution of e-newsletter as well as updating your website
- **mailings**
mailings to industry partners
- **compilation of power presentations**
preparation of presentations for training
- **development of promotional material**
coordination of brochure production
- **coordination of sales missions**
arranging appointments for your sales missions to key wholesalers in the respective markets
- **organisation of familiarisation trips**
coordination of familiarisation trips for selected agents to strengthen the product knowledge