

AB TRAVEL PERFORMANCE by Anastasia BELFILS



Sales & Marketing Representation Agency

Head office: Lyon region - **France**

Travel Trade - Tourism Sector

French-speaking Markets

ab-travel-performance.com



Anastasia BELFILS

General Manager

Trade Sales Director

Studies in Business & Digital Tourism

Experience in Aviation & Tourism Industries

Trilingual FR-EN-GR (ES-DE)

anastasia@ab-travel-performance.com
gm@belfils-corporation.com

BIOGRAPHY

- Over 30 years of experience in airlines & tourism industries
 - Emirates Airline – Regional & Global Key Account Manager (17yrs)
 - Garuda Indonesia – Regional Sales Manager (7yrs)
 - GSA representing American Airline, Qantas and Marriott Hotels – Sales Executive (3yrs)
 - TourOperators and Airport activities (5yrs)

- Travelled the continents and worked with different countries
- Passionate by Greece my country of origin and Worldwide
- Large contact network in the global travel industry
- Strong, reliable and solid network in France and Switzerland
- Built an International network in the travel trade BtB
- Manage easily Leisure & Corporate segmentations
- A “guru” in numerical market trend analysis (Sales Force)
- Passionate, motivated and loyal
- Result-driven
- Customer & Digital Orientation
- Ability to work with multicultural environment
- Active participant of « Horizons 2020s »

SLOGAN: Optimist Spirit ; Work on a « Win/Win » situation
« The Working Smiling Lady »

OUR STRENGTH

- **Sales field team**
- Knowledge of the 6 continents,
- With French, English, Greek and Spanish speaking team,
- Known and recognized for professionalism and trust,
- Confirmed, passionate, committed and motivated team,
- Persons operating with Loyalty and Respect: "Human First",
- Career **expertise** over than 30 years, providing **Premium Industry** (Airline, hospitality, BtB, BtC, Travel Expense optimization) to various business companies,
- French and Swiss Markets,
- Multiple market segmentations,
- Global Management accounts,
- Strong expertise in AURA and Burgundy regions Sales,
- Actor and guide of the change towards the **performance**,
- Facilitator of **revenue growth**, evolution in 17 years from 2K€ to 100K€,
- Target **exceed from 15% to 50% VLYR**,
- Improvement towards a position of the **Digital Migrant BtB** network players,
- Certified **Digital TRAINER Consultant** (2019),
- Manage Class Room in face to face or distant mode,
- Uses new technologies tools, GDS, Sales Force, Office Pack, web and social networks,
- **Influence and Negotiation.**

OUR UNIQUENESS

- Passion of **Sales into Travel Industry**
- Manage business with **Results**:
 - **Maximize revenue,**
 - **Increase efficiency,**
 - **Invest for the future.**
- Vision of 360° of our market and opportunities,
- Focus on **Performance**, Safety, Security,
- Constant desire for **innovation**,
- **DIGITAL orientation** and federation
- Committed through:
 - experience,
 - expertise,
 - Maturity,
 - Recognition.
- Ensuring into a "**Win / Win**" relationship and collaboration between the parties,
- Prepare **Future Horizon** with a **local, national** and global strategy...



OUR VALUES & MISSION



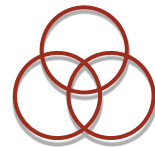
➔ EXECUTION



➔ TEAMWORK



➔ CREATIVE INSIGHT



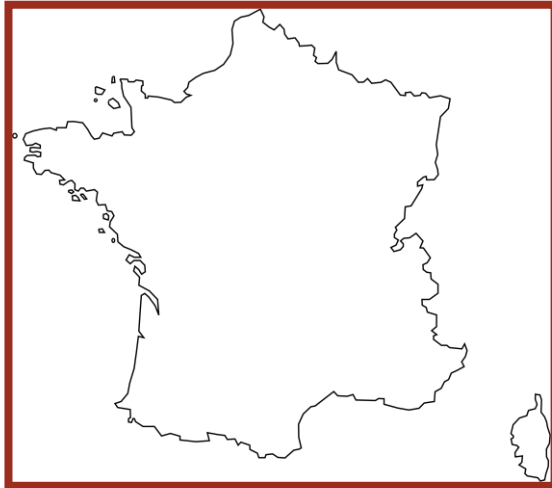
➔ STRONG & SOLID COMMITMENT



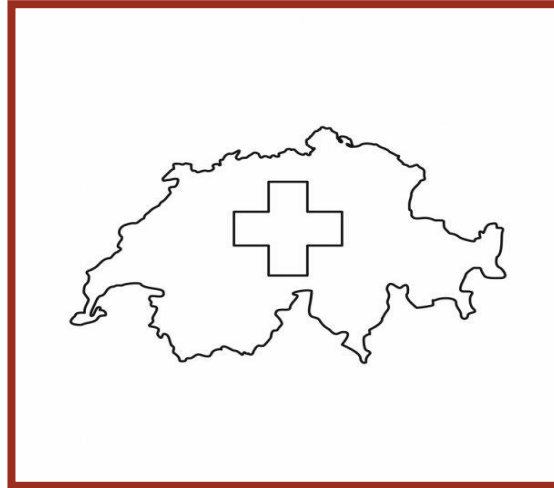
➔ LONG-TERM RELATIONSHIP

GEOGRAPHY OF PERFORMANCE from French-speaking Markets

FRANCE



SWITZERLAND



BELGIUM



Any other country, contact us





➤ Commercial representation **for**:

- Airlines
- Airports
- Hotel properties
- DMCs, Cruises
- Tourism boards
- Tour Operators...

➤ Commercial representation & Operation **to**:

- Wholesalers
- Tour Operators, Consolidators
- Travel Chains
- Travel agencies
- Individual, groups
- MICE, Business Travel (TMC)
- Corporate (business travelers and/or buyers)
- Media



- Promotion of products & services
- Business development
- SWOT analysis
- PESTEL
- PAC
- Strategy support
- Support Airport Management for new routes planning

- Consultancy
- Sales calls
- Fairs
- Events coverage
- Meetings
- Trainings
- Webinars
- Connecting technologies
- Negotiations
- RFP's (preparations & participation)



- Sales development B2B2C
- Long term commercial strategies
- Positive influence on negotiations
- Analytical reports (Sales, market status, competition, opportunities ...)
- Ensuring stakeholders' satisfaction
- Time & cost optimization
- Efficiency
- ROI



INITIATIVE & COMMITMENT



➤ Build

➔ horizons 2023-2025

➤ Prepare

➔ for return to normal operations

➤ Promote

➔ your Company

➔ your Property(ies)

➔ your Business

OUR EXPERTISE DESTINATIONS to WORLDWIDE

- Indian Ocean, Africa: Maldives, Mauritius, Seychelles, Réunion, South Africa
- Middle East: United Arab Emirates, Sri Lanka, Qatar, Saudi Arabia
- Asia: Thailand, Indonesia, Malaysia, Singapore, Hong Kong
- Oceania: Australia, New Zealand
- Americas: United States of America, Mexico
- Caraibbean: Guadeloupe, Martinique, Sant Martin, Dominican Republic
- Europe: Greece, Cyprus, Italia



Other destinations: please consult us

“My Team and I, we are very motivated, loyal and results-driven.

*Personally, with over of 30 years experience as a sales person in the travel industry,
I have evolved within the Airlines and Hospitality management fields.*

*I have developed a strong network in France and have created a strong business development
for Geneva, Switzerland.*

AB TRAVEL PERFORMANCE *offers a good opportunity to begin and to follow recovery on the way
to normal operations.*

We aim at building long-term relations with our clients based on trust and performance.

Should you decide to go ahead with this opportunity?

We would be delighted to work for you as a Sales Trade Consultant through

AB TRAVEL PERFORMANCE by Anastasia BELFILS "

Anastasia



Anastasia BELFILS

General Manager
Trade Sales Director

+33 7 57 503 913

anastasia@ab-travel-performance.com

www.ab-travel-performance.com

Sales & Marketing Representation Agency B2B Activities

BELFILS Corporation SAS France - RCS 921 002 168 - VAT FR25921002168



Thank you, Merci, Ευχαριστώ, شكرا لك, ขอบคุณ, Terima kasih!