



MICHAEL ANDERSON

Group Travel Sales Executive

Innovative and results-driven Tourism Sales Executive with a focus on group travel and event planning. Extensive experience in coordinating and promoting group travel packages that cater to diverse audiences. Proven record of exceeding sales goals through effective marketing strategies and strong client engagement. Skilled in managing logistical aspects of group travel, ensuring seamless execution from planning to arrival.

WORK EXPERIENCE

Group Travel Sales Executive

2020-2023

Group Travel Experts

- Designed and promoted group travel packages for corporate and leisure clients.
- Managed client relationships to ensure successful execution of group itineraries.
- Collaborated with vendors to secure group rates and services.
- Developed marketing materials to promote group travel offerings.
- Conducted presentations to potential clients showcasing group travel benefits.
- Achieved a 40% increase in group bookings year over year.

Event Coordinator

2019-2020

Travel and Events Management

- Coordinated logistics for corporate events and group travel.
- Managed vendor relationships to ensure quality service delivery.
- Developed budgets and timelines for event planning.
- Executed marketing strategies to attract group bookings.
- Conducted post-event evaluations to assess client satisfaction.
- Recognized for outstanding organizational skills and attention to detail.

ACHIEVEMENTS

- Increased group travel sales by 50% through targeted marketing efforts.
- Received 'Best Event Coordinator' award for exceptional execution of large-scale events.
- Developed a client referral program leading to a 25% rise in new business.

CONTACT

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EDUCATION

Bachelor of Arts in Event Management

University of Nevada
Las Vegas

SKILLS

- Group Sales
- Event Planning
- Client Engagement
- Vendor Management
- Marketing Strategy
- Logistics Coordination

LANGUAGES

- English
- Spanish
- French