

Travelport UK sales named ‘Business Development Team of the Year’ at The People Awards

Langley, UK
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Travelport, a leading Travel Commerce Platform providing distribution, technology, payment and other solutions for the \$8 trillion global travel and tourism industry, has announced that its UK sales team has achieved the title of ‘Sales/Business Development Team of the Year’ at The People Awards 2015 on Friday 22 May.

The People Awards, run in conjunction with The Business Travel Magazine, rewards excellence in business travel. These prestigious awards recognise outstanding teams and individuals across the supplier element of corporate business travel management who are leading the sector into the future.

On awarding the prize, the judging panel commented: “During 2014, Travelport UK restructured its Business Development Team ensuring that the sales managers were individually allocated to the right opportunities thereby maximising collective skillsets within an overall team strategy. The implementation of a Customer Relationship Management System allowed the team to fully manage a prospective customer through the entire sales process and customer lifecycle. Success soon followed with 27 new customers won and implemented.”

Paul Broughton, Commercial Director, UK, at Travelport said: “The People Awards is a highly prestigious accolade and we are delighted to win this title which is testament to the hard work of Travelport’s UK sales team last year. The judging panel made special note of the professionalism in our pre-sales consultancy approach and of the 27 new customers won in the UK in 2014.”