

European Wholesale Sales team confirmed for Hotelbeds

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- Joaquín García and Luis Miguel Vázquez appointed as Directors of Wholesale Sales for Europe
- Regional management teams reporting to Joaquín and Luis Miguel also confirmed
- Hotelbeds strengthening its European region leadership team in line with expansion plans

Palma, 6 November 2018. [Hotelbeds](#), the world's leading bedbank, has today provided another update on further senior management appointments across its company. Joaquín García has become the Regional Director of Wholesale Sales for Northern, Central & Eastern Europe and Luis Miguel Vázquez, has become the Regional Director for South Europe. Both will report directly to Sam Turner, the Wholesale Sales and Sourcing Director with global responsibility.

In their new roles they will be responsible for managing relationships and driving growth with wholesale clients, including tour operators, airlines, points redemption schemes, resellers and online travel agents.

Both Joaquin and Luis Miguel have an extended career within the travel industry and, specifically, in Hotelbeds, where they have undertaken different leadership roles within the company for over 10 years each.

Additionally, Hotelbeds has confirmed the line-up of the teams who will report to both Joaquín and Luis Miguel, combining existing internal talent from across the three bedbanks, Hotelbeds, GTA, and Tourico Holidays.

Sam Turner, Wholesale Sales & Sourcing Director at Hotelbeds, said, "I am delighted to see Joaquín and Luis Miguel take on their roles as Regional Directors for Wholesale Sales in Europe to help us realise the further potential that this important region holds. As seasoned leaders with 20 plus years of experience and together with talented and dedicated teams reporting into them, I am confident that they will solidify our leadership position in the region."

Luis Miguel Vázquez, Regional Director of Wholesale Sales for South Europe said, "This is a hugely exciting time for our clients, suppliers and industry. We already have positive results from the integration of our three bedbanks to benefit our clients and suppliers, with cross-selling already underway. We are proud to say we are now able to connect over 60,000 travel intermediaries with over 170,000 hotels, 24,000 transfer routes, and 18,000 activities worldwide via our enlarged Hotelbeds' leading technology platform."

Joaquín García, Regional Director of Wholesale Sales for Northern, Central & Eastern Europe added, "It is an exciting and thrilling opportunity to take on this role overseeing the European region, together with my colleague Luis Miguel, identifying the huge opportunities within the industry, maintaining long term and key commercial partnerships, and further strengthening the company's leading regional presence. The result of the integration of our three bedbanks is equally exciting; this allows us to offer best-in-class products, services and solutions to our customers, driving more value in our partnership and continue the positive trajectory of our success story in Europe- Despite being an established market, Europe has a long journey of growth ahead of it still."

Since January, the company has been identifying top employee profiles from the three companies, at both the senior management and management levels, in order to better respond to the needs of the company's expanded operations following the integration of Tourico Holidays and GTA last year. Already over 350 appointments have been made in the year-to-date.

About Hotelbeds

Hotelbeds is the world's leading bedbank. The company's proprietary technology helps providers of travel services distribute their offering to travel sellers globally via an easy-to-use, advanced technology platform that increases reach, revenue and yield for both the provider and the seller.

Operating under the Hotelbeds brand in the wholesale channel and the Bedsonline brand in the travel agents channel, the company connects over 60,000 travel intermediaries across more than 140 source markets globally with travel providers in over 185 countries representing more than 170,000 hotels, 24,000 transfer routes and 18,000 activities.

In September 2016, the company became independent under the ownership of Cinven and the Canadian Pension Plan Investment Board (CPPIB). In June 2017, Tourico Holidays became part of Hotelbeds, followed by GTA also joining the company in October of the same year.

The company is headquartered in Palma de Mallorca, Spain.

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