

Bedsonline consolidates position in Ireland with appointment of new Sales Manager

Submitted by AnnaMonreal on Thu, 26/04/2018 - 12:41

- Robert Smart appointed as Sales Manager for Bedsonline in Ireland.
- Experience gained from 20-year proven track record will help with further consolidation of Bedsonline in the country.
- Smart joins Bedsonline at an exciting moment following the integration of GTA and Tourico Holidays into the bedbank's parent businesses.

Palma, 26th April 2018 - [Bedsonline](#), the leading global provider of accommodation and complementary products exclusively for travel agencies, has announced today the appointment of Robert Smart as the new Sales Manager who will assume the leadership of the bedbank in the Irish market.

In a career spanning more than 20 years of achievement, Smart has gained a proven track record in the travel industry, performing various management positions within the area of sales. For the last 12 years he has been working in the Irish travel market, most recently with Cassidy Travel Group - one of the leading Irish independent travel agencies - and before that with leading travel technology and travel distribution company Travelport.

Smart joins the Bedsonline team at a strategic moment for the company with a bright future ahead following the integration of GTA and Tourico Holidays businesses into the parent company of Bedsonline last year. His expertise and experience of the local market will play a key role in consolidating the Bedsonline position in Ireland; his objective is to expand not only the number of travel agencies working with the platform but also to increase the depth and breadth of exclusive product available to the travel agency subscribers of Bedsonline - which has already increased from 120,000 to 170,000 the number of hotels available following the integration of Tourico Holidays and GTA into the wider group last year.

Tom Bell, Regional Manager of Bedsonline UK & Ireland commented "Robert's appointment comes at a strategic moment. Robert's knowledge of the local travel industry will play a key role in the growth plans that Bedsonline has in Ireland after the integration of the three other bedbank businesses to which our company belongs, particularly in terms of product portfolio to help serve both the domestic and inbound client segments."

About Bedsonline

[Bedsonline](#) is the leading global provider of accommodation and travel ancillary products that exclusively caters to travel agencies. It distributes through its online platform accommodation, excursions, tickets and transfers to more than 32,000 travel agencies in 30 countries.

The company stands out for its extensive portfolio - over 170,000 hotels in 200 destinations, 22,000 transfer routes in 140 countries, and 16,000 activities in 185 countries - to offer a personalized local service through an intuitive and easy-to-use online booking tool. In this way Bedsonline guarantees high availability and competitive prices to the great satisfaction of its clients.

The business-to-business online provider has focused its strategy in recent years on the expansion of new markets in Europe, America and Asia, such as Germany, the Czech Republic, Mexico, the United

States, Colombia, China, Japan and the Philippines. This strategic vision has led the company to occupy a position of advantage in the industry.

Bedsonline is part of Hotelbeds Group, the business-to-business provider of services to the travel industry globally. The Group is headquartered in Palma de Mallorca, Spain, and has 8,300 employees working across 210 offices globally.

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