

# **Sourcing team confirmed for Hotelbeds Group Americas**

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- Matias Elisavetsky appointed to lead Sourcing team for the Americas
- Regional management team under Elisavetsky also confirmed
- Group's bedbanks Hotelbeds, GTA, and Tourico Holiday continue towards complete integration

**Orlando, Florida- August 22, 2018** - [Hotelbeds Group](#), the world's leading bedbank and business-to-business provider of services to the travel industry globally, has today provided an update on the appointments of senior management across its Group in the Americas.

Matias Elisavetsky will now be taking the role of Regional Director of Sourcing for the Americas market, reporting to Sam Turner, the Wholesale Sales & Sourcing Director for the Group globally.

Elisavetsky will be responsible for managing relationships with existing hotels across the Americas whilst also driving contracting for new properties using insight and intelligence from the Commercial Strategy team.

Prior to this role, Elisavetsky had been with Tourico Holidays, which became a part of Hotelbeds Group during summer of last year, since 2006, and was most recently the Executive Vice President of Global Product Development.

Additionally, the Group has confirmed the individuals who will report to Elisavetsky, combining existing internal talent from across the three bedbanks, Hotelbeds, GTA, and Tourico Holidays.

Renata Cenni will be the Regional Manager for South West USA; Alex Hugh Jones becomes Regional Manager for North East US; Alice Kilpatrick takes on the role of Regional Manager for South East US; Bill Chambers changes to Regional Manager for Rest of US & Canada; Gisela Blok will be the Head of Mexico & Caribbean; Marcus Simões is set to be Regional Manager for Brazil; Gaston Nascimento is placed as the Regional Manager for Rest of South America.

**Sam Turner, Wholesale Sales & Sourcing Director at Hotelbeds Group said,** "Since the beginning of this year, our Group has been in the process of selecting the best profiles from across the great and varied pool of talent we have in our three bedbank brands, Tourico Holidays, GTA, and Hotelbeds. Today, I am very pleased to see Matias take on this role as the Regional Director of Sourcing for the whole Americas. His experience in the market, both in North and South America, along with his drive to grow our hotel offering in terms of variety and exclusive deals, will be vital to partners everywhere."

**Matias Elisavetsky, Regional Director of Sourcing in the Americas said,** "I am very excited about the integration of our bedbanks and what it means for our supplier partners - now, we are able to offer them access to over 60,000 travel sellers globally, including niche buyers such as points redemption schemes and incentives managers as well as the traditional tour operator and OTA channels. Equally, I am very happy to have the honor of working with such a strong combined team coming from our three leading brands, Tourico Holidays, GTA, and Hotelbeds. Together, we are looking forward to partnering with more hotels for exclusive and unique deals."

Since January, the Group has been selecting the top profiles from the three companies, at both senior management and management levels, in order to better respond to the needs of the Group's expanded operations following the integration of Tourico Holidays and GTA into the Group. Including the appointments mentioned in this press release, so far around 350 appointments have

been made to date.

## **About Hotelbeds Group**

Hotelbeds Group is a business-to-business provider of services to the travel industry globally and the leading bedbank worldwide.

The Group'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 mainly under the Hotelbeds, Bedsonline, Tourico Holidays and GTA brands, the company connects over 60,000 travel intermediaries across more than 140 source markets globally with travel providers in 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 Group, followed by GTA also joining the Group in October; both companies remain independent brands whilst they are being integrated into the Group.

The Group is headquartered in Palma de Mallorca, Spain.

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