

INTERVIEW #4

JAN	FEB	MAR	APR	MAY	JUN	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	
JUL	AUG	SEPT	OCT	NOV	DEC	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		

Job

Alison Taylor: Interview

- Australian
- VP of Sales

CD for 1 year report to Chief Commercial Office → Pres → Chairman
 prior → Starwood Hotel / Resort

↳ 20 years → main comm (invl)

Top line revenue

↳ never work for Marriott

↳ integration team

customer and veterans

Asia (24 years) → Indonesia, Malaysia, Singapore
 ↳ special pull
 ↳ SE Asia

Remade in China

- * progress? → more notice
- ↳ Karen
- ↳ 60,000 employees

The Journey

- what's happens at home
- not office ≠ hard

= equals

- even w/ religion/culture
- not treatment (bad)
- (hotels)

- ↳ sometimes meet more
- ↳ take a walk

↳ internship w/ AA

↳ more exception

JOB: Actual

- contract and adult corporate, tour
- ↳ provide [2-3 years]
- ↳ 100,000 million / billion

intermediary

- not always corporate
- Walmart

↳

- 2 year contract
- executives travel

• TMC (travel manager, company)

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• certain market share
↳ to prove

• manage all year

↳ BETH AOTCHIKO (Walmart account)

[2, 3, 6 year contracts]

↳ many corporate accounts
↳ four operators
↳ TMC

↳ OTA = online travel agent
lockdown

• negotiated
• 9 billion

} not as many airlines, MF

↳ British Airways } small flights
↳ Japan

↳ worked w/ partners
• even more complicated

↳ OneWorld } more benefits
- over arching
↳ SkyTeam

↳ 75 corporate customer answering phone

↳ data privacy

↳ sales Hyatt

↳ WDS global distribution
• sales
• utilize ⇒ provide

phone

203-299-7484

↳ after 6 pm