# Travelport

## Hotelzon announces expansion into Spain and further new management appointments in Europe

1 May 2015



Hotelzon, a leading hotel distribution technology provider for the B2B travel industry, today announced its entry into Spain and the addition of two new sales managers in France and the UK. The developments form part of the ongoing expansion plans for the business since Travelport acquired Hotelzon in 2014.

The new Spanish operations will be based in Madrid and will be headed up by local Sales Manager, Guillermo Braña. Joining Hotelzon from Worten, an electronics and technology retail company, Braña will have full responsibility for Hotelzon's sales activity across Spain.

Niklas Andreen, GVP of Hospitality and Digital Media for Travelport commented: "Hotelzon's expansion into Spain is invaluable for the ongoing strategic development of Hotelzon. Guillermo's highly relevant experience and skills will add further strength to our expanding global sales force, and will be instrumental to our success in this country."

Meanwhile, Hotelzon has strengthened its presence in France with the appointment of Sean Cosnard as the country's Sales Manager. Cosnard has several years of experience in the travel industry and previously held senior roles at HRS, a hotel reservation system, and ATPI, a leading global travel management company.

In the UK, Andy Braisdell will take on a similar role based in Manchester and joins from security supplier company Commsec Ltd, where he held the role of Business Development Manager.

Niklas Andreen commented: "These latest appointments build on the growing sales team that we are establishing across Europe, where we have seen the Hotelzon network grow from four to eleven countries in the last six months, marking a continuation of Travelport's strategy to heighten its focus on the hotel and corporate travel space."

## About Hotelzon (www.hotelzon.com)

Established in 1972, Hotelzon is a leading corporate online hotel booking company for the B2B travel industry offering booking services and hotel distribution technology to corporate business travellers, hotels and travel professionals. Hotelzon's booking software provides efficient tools for simplifying the corporate hotel booking process and its hotel properties are distributed through Travelport's Travel Commerce Platform, giving travellers an extensive range of choices from independent and chain hotels. Headquartered in London, UK, Hotelzon also has offices in Denmark, Ireland, France, Finland, Poland, Sweden and Romania and has over 80 employees. Hotelzon is a wholly owned subsidiary of Travelport.

## About Travelport

Travelport is the technology company which makes the experience of buying and managing travel continually better. It operates a travel commerce platform providing distribution, technology, payment and other solutions for the global travel and tourism industry. The company facilitates travel commerce by connecting the world's leading travel providers with online and offline travel buyers in a proprietary business-to-business (B2B) travel platform.

Travelport has a leading position in airline merchandising, hotel content and distribution, car rental, mobile commerce and B2B payment solutions. The company also provides IT services to airlines, such as shopping, ticketing, departure control and other solutions. With net revenue of over $2.5 billion in 2018, Travelport is headquartered in Langley, U.K., has over 3,700 employees and is represented in approximately 180 countries and territories.

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