



# mn2

travel consulting



APRIL, 2020

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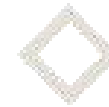
*Tourists today see themselves more as travellers, and they seek to experience a destination, its culture, gastronomy, and traditions, interacting with the locals and create unique experiences that will last in their memories for a very long time.*



## TABLE OF CONTENTS

INTRO - **MN2 TRAVEL CONSULTING**

OUR TEAM



SERVICES



**TRAINING TRAVEL AGENCIES AND OPERATORS**  
**"DOOR TO DOOR"**



BUSINESS DEVELOPMENT

WHY MN2

PRIORITY SOURCE MARKETS

**REFERENCES**

CONTACT

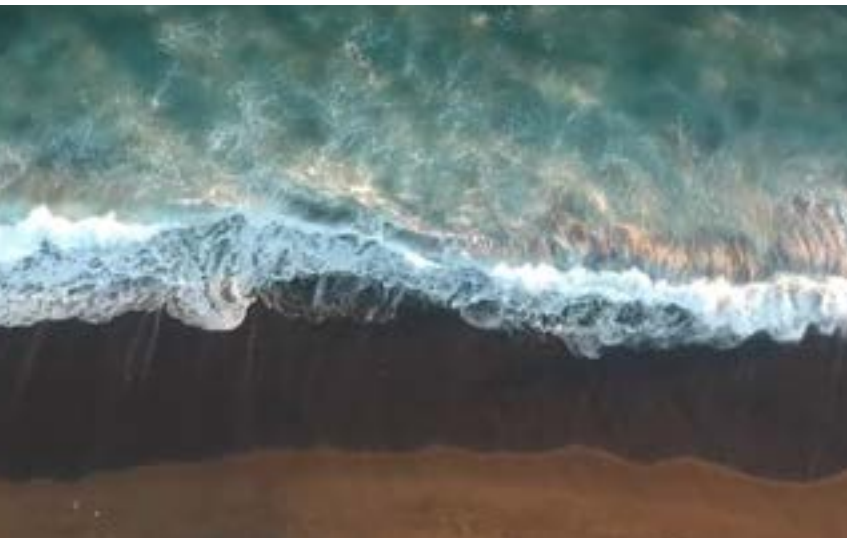


## INTRO – MN2 TRAVEL CONSULTING

MN2 Travel Consulting collaborates with tourism products and services providers, from small businesses to recognized and luxurious resorts, boutique hotels and DMC's among others, creating value to grow according to the values of our clients, thanks to a great experience and strong relationship with the main partners and actors of the travel and tourism industry.

In this ultra-competitive industry, MN2 Travel Consulting offers all its resources and the skill, knowledge and experience; thinking creatively but firmly based on the realities and financial constraints of the market.

The expertise in delivering comprehensive representational services for the tourism industry across Europe, mainly involves our sales force, participation in trade fairs and events, Co-op marketing projects for tour operators, promoting via the web and sales distribution channels, organization of seminars, road shows and special events, organization of FAM Trips, online training, telemarketing, media advertising and social media, for a varied portfolio of clients.





## OUR TEAM

The team of professionals understands and develops proven strategies to satisfy the expectations of all, they possess the skills and the mindset to adapt and excel in specialized environments.

MN2 Team members are highly experienced in the tourism sector with an international, customer-oriented mindset. Dedicated, proactive, and creative, they employ tested work methods and successful hands-on management to achieve strategic objectives.

We are proud of the leadership qualities of the team, characterised by global and strategic thinking coupled with first class analytical and problem solving skills, which allows us to excel even in high pressure situations and the most demanding environments.

Our professionals are proficient at communicating clearly and effectively and have excellent organizational and planning skills, always seeking challenging opportunities which offer increased responsibilities and benefits for our clients.





## SERVICES

### SALES

**SALES FORCE** - Contracting with specialized tour operators and agencies at destination and origin.

**SALES CALLS** - personal visits to travel agencies, companies and tour-operators; Organization of professional events and promotion for Tour Operators and Travel Agencies.

**ON-SITE** -Representation of tourism products and services at Trade Fairs, exhibitions, seminars and relevant conferences, as well as participation in different tourism promotional events.

**CONTACTS DATA BASE** - Maximizing database of key actors of the travel and tourism industry

**MICE** - Dedicated service for MICE and GROUPS.

**BUYOUTS** – Why rent a room when you can rent the whole property?

**ORGANIZATION OF FAM-TRIPS** – Organization and coordination of Familiarization trips with qualified customers





# SERVICES

## MARKETING

**ADVERTISING IN THE MEDIA** - tourism magazines, in-flight magazines, digital tourism media, radio etc.

**MARKETING PLANS** - Design and implementation of strategic regular and ad-hoc plans.

**IMAGE** - Improve positioning and visibility for luxury destinations and hotels

## COMMUNICATION

**PRESS RELEASES** - Assist with the preparation of press releases and research background material for papers.

**PRESS TRIPS** - Organization and coordination of Press trips with qualified media professionals.

**SOCIAL MEDIA** - Assist with the Social media and community manager services and management.





## SERVICES

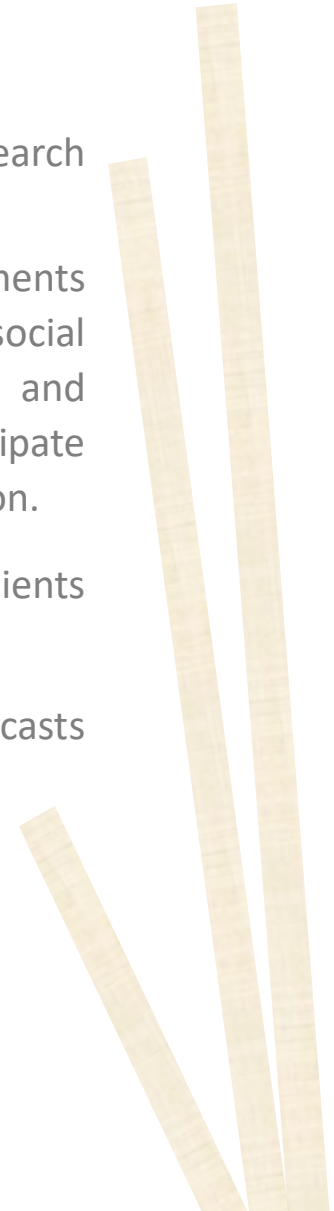
### CONSULTING

**RESEARCH AND FEASIBILITY STUDIES** - MN2 Travel provides expertise in research and feasibility studies in topics related to the tourism industry.

**STRATEGIC POSITIONING** - The strategic positioning is based around elements that provide consistency to all our client's activities. Sustainability and social wellbeing, both fundamental pillars for growth, ecological balance and social progress. But also on the ability to adapt, innovate, and to anticipate the challenges posed by the market overall situation and the competition.

**MARKET RESEARCH** - Regularly conducted market research studies give clients a good market overview and help to make the right decisions.

**OTHER MARKETING ACTIVITIES** - Carrying out business plans, reports, forecasts and other research-driven marketing activities.



## TRAINING TRAVEL AGENCIES AND OPERATORS "DOOR TO DOOR"

Visits previously arranged to selected travel agencies and tour operators, product presentation.

Follow-up of visits, emails and telephone calls.

Delivery and distribution of promotional material.

Preparation of standard reports after visits.

Territorial updating and analysis.

Training for the staff of new clients and the most important accounts with constantly updated material and the latest industry trends.

Sales analysis through Tour Operators and Agencies.





## BUSINESS DEVELOPMENT

We help creating specific Development Vehicles for Hotels and All Inclusive Resorts. Uniting and coordinating in the same Project:

- The best locations
- The most committed Banks with tourist sector
- The most active investors in the hotel sector
- The best International Hotel Operators
- The best team of professionals in projection, execution and construction in the Hotel sector in each of their countries

A unique formula that guarantees our shareholders:

- High Profitability
- Short Returns
- Easy divestments
- Investment Security





## BUSINESS DEVELOPMENT

**Intermediation of opportunities.** In our continuous work of prospecting the market and with the support of our extensive network of partners we identify and manage the best portfolio of investment opportunities of *hotel land* and hotels in operation in the most attractive destinations in the world.

For this, we coordinate and make available to our clients in a single point:

- Landowners who do not wish to participate in a subsequent hotel operation
- Hotel operators who wish to manage their own development projects
- Patrimonial investors who wish to invest or disinvest seeking the best opportunities

Taking advantage of the synergies within our partners, all the opportunities offered to our clients are managed with full guarantees on the assets that are put on the market.

# PRIORITY MARKETS

SPAIN

BELGIUM

PORTUGAL

GERMANY

ITALY

SWITZERLAND

FRANCE

AUSTRIA

HOLLAND

Learn to appreciate the small things in life, keep traveling!



## WHY MN2 TRAVEL CONSULTING

Experience, reliability and integrity, combined with professionalism, international proficiency, and the ability to work independently and meticulously makes MN2 Travel Consulting your ideal partner.

MN2 maintains close relations with tour operators, Tourist Boards, Travel Agencies, Airlines, Incentive Companies and the Media.

Blending timeless tradition, unrivalled and pointed elegance, and extraordinary, unmistakable and unmatched experiences.

MN2 also utilizes online tools, new innovative technologies and social networks for our customers to provide proven quantifiable results.

We create unique experiences and memories that travellers will remember forever.

MN2 offers a complete sales package, representation, contracting, communication and Promotional Marketing, PR & Press Design and print (Storage included).

# REFERENCES





THANK YOU.

**GENERAL ENQUIRES**

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**SALES & MARKETING**

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