



Streets paved with gold?

Career progression in Corporate Travel

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- 20 years Travel Industry experience
 - 16 years in the Corporate Sector, including Special Events experience – e.g BT Global Challenge, year long project
- 12 years recruitment
 - 6 years in Corporate Travel roles
 - 1 year in Accountancy Recruitment
 - 5 years in Executive Corporate Travel Recruitment





Company overview

- Joint venture between ITM and Purcon
- Into our 3rd year of operating
- Part of the *Oxínia* group of companies – 7 companies, specialising in Corporate Travel, Purchasing & Supply Chain, Retail, IT, Senior Executive Search – £150k+, offices in London, Amersham, Leeds, Cheltenham, Belgium and Poland
- Successful Assignments 60% supplier 40% buyer roles

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Career progression for Travel Buyers

- Many roles within the Travel Category
 - UK, EMEA, APAC, Global
 - Level of spend
 - Focus
 - Implementation, change management process
 - Operational
 - Procurement





Moving from Supplier to buyer

- Not as easy as it sounds
- Challenges
- Pressures
- Need to quickly understand the vision and company culture, demands of key stakeholders
- Understanding of all areas of the industry.
 - Can be difficult to move from specialising in one area to a role that will encompass all areas of the industry. i.e Fleet





Think about what is really important to you?

