Market Managers: U.S. Hotels

OVERVIEW:
At Travelocity, we have a team of Market Managers responsible for ensuring our preferred partners achieve the benefits from our net rate hotel programs. Each hotel is assigned to the Market Manager in their region who is their one contact for all Travelocity program support questions, including our Hotel Only (unbundled), TotalTrip (packaged), and Site59/Last Minute Deals (distressed) programs. Areas of expertise include:

- **Hotel Rates and Inventory**
- **Property Content**
- **Hotel Promotions**
- **Operational Issues**
- **Sales Performance Reports**

Our Market Managers work with our hotel partners in their region either at the property level and/or at the Regional Revenue Manager level to develop marketing plans/calendars and relevant reports. By working closely with our Market Managers, hotels can maximize their performance on Travelocity.

State	Region	Regional Contacts	Title	Phones	Fax	Email
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California	Los Angeles: LAX, Long Beach, Ontario, Beverly Hills, Westside, West Hollywood, San Fernando Valley	**Colin Malone**	Market Manager	424-247-8181	424-247-8886	colin.malone@travelocity.com
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California	San Francisco, Marin, Napa/Sonoma	**Erin Peck**	Market Manager	415-932-1216	415-243-0542	erin.peck@travelocity.com
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South Carolina	except Hilton Head	**Dana Schroeder**	Market Analyst	407-241-1157	407-264-8864	dana.schroeder@travelocity.com
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