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# Youtravel in reshuffle as revenue soars 57%



Edward Robertson

YOUTRAVEL.COM HAS revealed a series of changes in its senior management team as the bed bank looks to

drive growth across the business.

Chief executive Jacky Bedlow, who was only appointed to the role last July, has announced she will leave in June 2014. Andy Baker has been promoted to chief marketing officer, assuming responsibility for UK and international sales and marketing.

Ranj Kundi has taken the role of chief operating officer overseeing the areas of product, operations and quality management.

Both Baker and Kundi will take onboard Bedlow's responsibilities, which will also be shared by a number of others.

The management team will report to Roula Jouny, who is chief executive of sister company Meeting Point International Group.

Jouny said: "The restructuring is aligned to three main priorities - to ensure speed and accuracy in decision-making, to enhance sales strategy and implementation, and to strengthen existing business and develop new capabilities."

Meanwhile, the bed bank has reported a 57% increase in revenue in 2013 from 2012, and added revenue for 2014 was already 102% up year on year.

The growth in revenue has been driven by a 36% increase in the number of wholesalers and travel agents using Youtravel.com as an accommodation-only provider.

The increase in customers has been more than matched by growth in product with a 69% increase in its destination portfolio in the past six months, with a focus on destinations including Italy, Slovenia, Croatia and Serbia as well as the Emirates, Oman and Thailand.

However, the bed bank added its strongest growth was still coming

from new and exclusive hotel product in Egypt, the Canaries, Malta, the Balearics, mainland Spain, Portugal and Turkey.

Baker said: "In the past six months we have built significant growth in all of Youtravel's divisions.

"We now have a tremendous opportunity to consolidate our excellent relationship with our worldwide distribution partners and our solid 2013 performance, and to drive further growth in 2014 both nationally and internationally.

"We remain committed to the trade and seek out opportunities to build on our momentum as one of the fastest-developing accommodation-only providers."

## Email the news team

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