

# CELEBRITY CRUISES REGION TEAM CENTRAL

**MISSION STATEMENT:** Provide Travel Partners a trusted relationship with Celebrity Cruises that informs, educates and inspires them to build their business with the best modern luxury brand in the world. Develop, support and maximize sales by providing timely and thorough support in selling our award winning brand.

## ACCOLADES

- 2009 Central Sales Call Star of the Year - Peggy Glick
- 2010, 2011, 2013 DSM of the Year - Various Winners
- 2011 Circle of Excellence - Kim Smith
- 2012 Five Star Award of Excellence - Peggy Glick
- 2012 Sales Manager of the Year - Mary Varaitis
- 2013 Central Sales Manager of the Year - Matt Scheer
- 2013, 2014 & 2015 President's Challenge - Various Winners
- 2014 President's Award for Outstanding Achievement - Various Winners
- 2015 Travel Weekly Photo Contest - Cath Anderson
- 2015 Future Cruise Sales, Field Sales Manager of the Year - Matt Scheer
- 2015 DSM of the Year - Rick Eberst
- 2016 Training & Development - Daniel Katz

## TOOLS TO BUILD YOUR BUSINESS

- Continued assistance with events and activations within our cities
- FAM trips to experience our award-winning product
- Webinars for clear communication of "What's New With Celebrity"
- Building more marketing opportunities through social media and digital campaigns

## TOTAL ACCOUNT OWNERSHIP!



**Tamara Egger**  
Director of Market Sales



**Barbara Qua**  
Celebrity Market Sales Manager



**Matthew Scheer**  
Celebrity Market Sales Manager



**Amanda Smith**  
Celebrity Market Sales Manager



**Allycia Auxier**  
Celebrity Market Sales Manager



**Mary Varaitis**  
Celebrity Market Sales Manager



**Catherine Anderson**  
Celebrity Market Sales Manager



**Rick Woods**  
Celebrity Market Sales Manager



**Kimberly Smith**  
Celebrity Market Sales Manager



**Christina Walker**  
Celebrity Market Sales Manager



**Daniel Katz**  
Celebrity Market Sales Manager



**Rick Eberst**  
Celebrity Market Sales Manager



**Peggy Glick**  
Celebrity Strategic Market Manager



**Rebecca Thompson**  
Celebrity Strategic Market Manager



**Karen Kersey**  
Celebrity Strategic Market Manager



**Letitia Johnson**  
Celebrity Regional Market Manager



**Farhan Kheiri**  
Celebrity Market Sales Representative



**Kyle Bodden**  
Celebrity Market Sales Manager

## TRAINING

- Push out the SAS program (recently revamped by Kim)
- Sales Training on the SALES PROCESS not on just Celebrity
- On-site training with our various departments: Cruise Tours, Onboard, Entertainment, Galapagos, Groups & Incentives
- Marketing 101- how to use [thecelebritycommitment.com](http://thecelebritycommitment.com) for marketing needs
- Providing Leadership Videos on a quarterly basis