#### Newsletter | Tuesday November 17, 2020



# Tourism Malaysia pavilion at the GUL SHC

Tourism Malaysia will be presenting their destination with some of the key partners over two days at the Gulf Travel Show on November 23-24 from 10 am to 4 pm UAE time. They invite all partners to visit their pavilion to re-learn, re-discover, re-strengthen the ties.

#### Keeping the trade and partners updated



Shahrin Mokhtar, Director Tourism Malaysia-Dubai said, "Tourism Malaysia is always keen to present in international travel shows and business platforms to showcase what Malaysia offer for tourists, and also to give opportunity for Malaysian industry players to meet potential travel trade partners. Gulf Travel Show is considered one of the important business platforms especially during the COVID-19 pandemic where quality buyers can meet Malaysia hotels & tour operators for future business cooperation and partnerships."



## **Leisure holidays and M!CE offerings**

Fatmawati Mohamed Nor, Managing Director - JF Holidays SDN BHD – Malaysia said, "We believe Gulf Travel Show is an excellent platform to market Malaysia as Holiday & MICE destination. With huge demand for leisure, business and meetings, Gulf Travel Show would be able to bring Malaysia further into the Gulf market. International trade show event would open up the opportunity and connecting the tourism players."

# **Efficient networking session**

Zulkifli Rahman, Director of Sales & Marketing - The Ritz-Carlton, Langkawi said, "As a platform to reach out and meet virtually new travel partners as well as maintaining existing fruitful relationship with our existing travel partners in the Gulf countries considering no travel is allow during this current pandemic situation. Create an effective and efficient networking environment to guarantee a simple and easy communication in presenting the product and services."





#### Middle East: a key source market

Alex Castaldi, Senior General Manager - Sunway City Cluster of Hotels (Sunway Resort Hotel & Spa, Sunway Pyramid Hotel, Sunway Clio Hotel) said, "The Middle East market contributes approximately 25% of the total hotel business at Sunway City Kuala Lumpur making this market vital to us. Partnering with events like Gulf Travel Show is greatly valued as it would help us reconnect with existing partners and establish new connections to grow and create awareness of the Sunway brand in this region."







#### **Privacy a key element for Middle East**

Steve Woon, Senior Vice President - Sales & Marketing - Lexis Hotels & Resorts said, "It is an opportunity to introduce our unique beachfront hotels with private pools in over-water villas, for tourists coming to Malaysia. Our hotels are winners of multiple international awards like the Worlds Luxury Hotel Awards, Haute Grandeur Global Hotel Awards. Buyers attending this show will have great, interest in Malaysia post pandemic. It's an affordable destination to visit and relax."





#### **Reach an extensive audience**

Doris Hor, Director of Sales - PARKROYAL Penang Resort said, "It is important for us to partner with Gulf Travel Show as it provides an opportunity for us to showcase our resort to other parts of the world. The ability to reach different audiences, attract tourism awareness, excite interest to visit Penang, Malaysia will bring a huge impact to our travel industry. We will showcase about our resort and our superior unmatched services we provide to our guests and making the guest experience a 'one to remember'."

## **Exploring new opportunities**

Gan Chen Cheak, Senior Sales Manager - Shangri-La Group/Sales Team - Shangri-La's Rasa Sayang Resort & Spa and Golden Sands Resort, Penang said, "With the Gulf Travel Show we are able to connect the business partnership across the globe, it's an ideal partner to work with in order to maintain the current business partnership and explore new friends and partners in the industry. We are showcasing our esteem product, services, safety and health measurement and our ongoing effort to create a trusted and nurturing environment for our guest."





#### **Re-connect and establish new partnerships**

Hoe Teck Wei, Head of Sales & Marketing - Desaru Coast said, "The Middle East is an important market for Desaru Coast as we look forward to reconnect and forge new partnerships with key travel trade representatives and event planners at the Gulf Travel Show to facilitate the development of travel solutions for the leisure and MICE market from the Middle East. The prospect of connecting with buyers from the ME and from around the world bodes well for us as we are able to share insights, understand the current trends and seek innovations."

If you want your events onlisted here, please email to talk@ddppl.com For more information, log on to http://travtalkmiddleeast.com/

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