

JAMES (JIM) DWYER

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Phone 908-420-5921

PROFESSIONAL HISTORY

September 2009- Present

Director, Cruise Sales – Papa’s Travel Store

Coordinate all group and individual sales with all sales personnel
Maintain Papa’s Travel Store website
Create and update Papa’s Travel Store Facebook and Twitter pages
Write travel blog for website and Facebook page

Oct 2007- September 2009
Oct 2004– September 2006

VP of Sales, Scully Travel

Coordinated all inside and outside sales efforts
Created monthly sales incentive letter for sales staff
Organized Fam trips for staff

September 2006- October 2007

Regional Sales Manager, MSC Cruises

Created consumer awareness of MSC in Mid-Atlantic States through promotions in conjunction with broadcast, television, print and retail outlets
Conducted travel agent seminars both on land and on board.

April 1998- September 2004

Area Sales Manager, Northwest Airlines

Created consumer awareness in New Jersey through promotions in conjunction with broadcast, television, print and retail outlets
Worked with Continental Airlines staff to coordinate corporate contracts
Partnered with major corporations e.g. Johnson & Johnson, Bristol Myers, Pfizer, Squibb and Quest Diagnostics to hit and maintain agreed upon sales goals.
Coordinated domestic and international familiarization tours to educate travel agents.
Organized sales blitzes and conducted training seminars for local travel agents and corporate staff.

Nov. 1992 – March 1998

Area Sales Manager, KLM Royal Dutch Airlines

Created consumer awareness Southern Michigan and Northern Ohio through promotions in conjunction with broadcast, television, print and retail outlets
Worked with Northwest Airlines staff to coordinate corporate contracts
Coordinated domestic and international familiarization tours to educate travel agents.
Organized sales blitzes and conducted training seminars for local travel agents and corporate staff.

May 1967

EDUCATION

St. Peter’s University, Jersey City, NJ
Bachelor of Arts, Modern Languages