

# JAMES (JIM) DWYER

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4 Devon Court, Monroe Twp, NJ 08831  
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.

## EDUCATION

May 1967

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