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AeroVacanțe
by Aerotravel



AeroVacante is a tour operator company, part of Aerotravel Group since 2016, delivering leisure packages in Europe, Caribbean and Asia through a go-to-market resellers network across Romania. AeroVacante develops and launches new products constantly as an answer to market trends, based on field research within reseller network, to meet tourists' desire and expectations.



The current portfolio covers seven nights holiday packages to Egypt in Hurghada (departing from Bucharest, Cluj-Napoca and other 4 big cities), product launched in the beginning of 2021, while Skiathos Island in Greece is already a statement of the company in the last 15 years, growing every season (departing from Bucharest, Cluj-Napoca, Iasi and Timisoara).

Ischia and Puglia (Italy) are two destinations launched in 2019 that benefit from a huge success not only for the delicious cuisine, but for the breath-taking landscapes and unique undiscovered areas (departing from Bucharest).

An important segment of AeroVacante whole year bookings are the exotic vacations. Destinations as the Dominican Republic, Mexico, Cuba and Jamaica (Caribbean) or Phuket, Krabi and Khao Lak (Thailand) are very popular on the Romanian market.

AeroVacante partners with over 500 resellers, travel agencies located throughout Romania, ensuring the entire sales consulting and partner care processes smooth, rapid and proactive with a dedicated team of highly experienced professionals.



Our pillars

Mission

To constantly develop AeroVacante product portfolio and deliver to our partners, travel agencies, competitive and quality leisure products aligned with market demand and expectations.

Vision

AeroVacante is aiming to build and develop leisure travel packages selecting best suppliers, services and destinations that meet the medium to high-income tourists' profile, have competitive prices, whilst sharing motivational commission levels to reseller network, logistics and operational support.





Our values

Integrity

We act ethically, we are open, honest, loyal and always do things right, in clients' best interest.

Passion

We are passionate about work and committed to deliver the best products and travel solutions.

Responsibility

We take responsibility to deliver a unique travel experience to all our customers.

Quality

We are constantly working to offer high quality services and value both our business partners and customers.

Client oriented

We observe, listen and understand clients' demands, working to exceed expectations.

Team spirit

We build success together. We believe in the strength of the team.



Our partners

AeroVacante has a partner network of +500 travel agencies across Romania, and looking to expand every year, while improving partnerships with strategic ones.

All our products, whether charters to Greek destinations or leisure packages to Egypt, Italy, Asia or the Caribbean, are available all over Romania via our go-to-market partners network (resellers).



How we engage:

- ▶ Newsletters – we create daily product newsletters
- ▶ Fairs – we are everywhere our partners and clients need us
- ▶ Tele-sales - dedicated call campaigns by own sales team
- ▶ Whats App community – always updating partners with valuable content
- ▶ Meetings - we like to visit our partners
- ▶ Marketing - we create and share online & offline Marketing assets
- ▶ Events – online & offline we share product updates, best offers and connect better



Our products

Since 2016 when AeroVacante became a tour operator, we kept our promise to fulfill the need for niche and customized travel products for Romanian market. Product portfolio includes new trends, as well as “classical” and very popular travel destinations, both for couples and families.

Currently, AeroVacante offers 7 nights travel packages as following:

- ▶ Charter flights to Skiathos, Skopelos and Alonissos islands (Greece) from 4 big cities: Bucharest, Cluj-Napoca, Timisoara, Iasi.
- ▶ Leisure packages to Hurghada (Egypt) from 6 big cities, covering all Romania: Bucharest, Cluj-Napoca, Timisoara, Oradea, Iasi, Suceava.
- ▶ Leisure packages to Ischia and Puglia (Italy) from Bucharest.
- ▶ Leisure packages to Antalya (Turkey) from Bucharest, Cluj Napoca and other big cities if demand requires.
- ▶ Exotic leisure packages to Dominican Republic, Mexico, Cuba and Jamaica (Caribbean) from Madrid or Phuket, Krabi and Khao Lak (Thailand).





SKIATHOS

Sporade Islands, Greece

Skiathos is a 3 destinations product: Skiathos island as main product, providing ferry transfer to Skopelos and Alonissos islands as secondary products.

Skiathos is a small island in the Aegean Sea, less than 2 hours flight from Romania, with 69 sandy beaches, clear waters and pine forests, perfect for young people, couples, families. The package includes seven nights accommodation with various meal plans, charter flight, transfers and travel assistance.

- › Departures from Bucharest, Cluj-Napoca, Timisoara and Iasi and Craiova.
- › Period: end of May - end of September
- › Airline carrier: TAROM





HURGHADA

Egypt

Hurghada is the best destination for sun, beach, sea and diving, declared the most preferred holiday destination in 2021.

Only a 3-hour flight away, Hurghada offers turquoise coves, underwater gardens and coral reefs, fine sandy beaches, specific culture of North Africa, hospitality and very good services. The package includes seven nights accommodation with various meal plans (usually all inclusive), charter flight, transfers and travel assistance.

➤ Departures from Bucharest, Cluj-Napoca, Timisoara, Oradea, Iasi, Suceava.

➤ Period:
All over the year





ISCHIA & PUGLIA

Italy

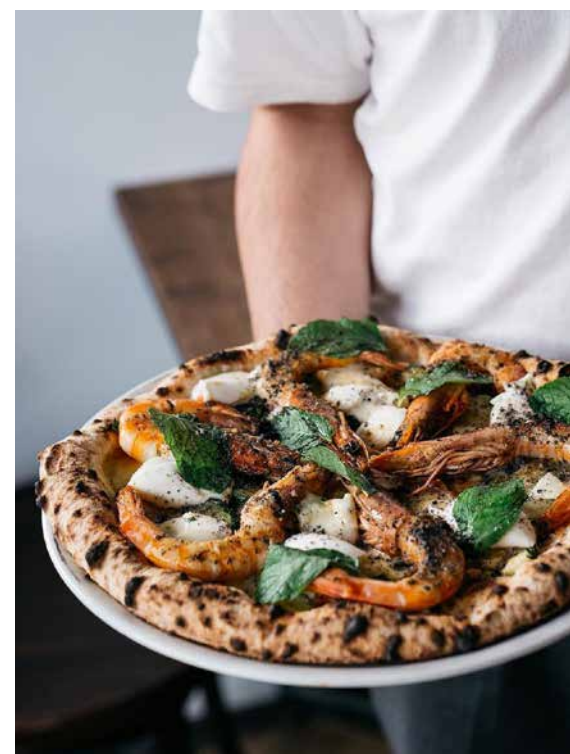
Ischia and Puglia are two new products enjoyed by customers of all ages as a new and refined Mediterranean destination for summer vacation, including spring and early autumn.

Ischia is considered the island of eternal youth due of its natural thermal springs, natural Spas, botanical gardens and relaxed atmosphere.

The package includes seven nights accommodation with various meal plans, charter flight, transfers and travel assistance.

Departures: Bucharest – Ischia;
Bucharest, Timisoara & Cluj-
Napoca – Puglia

Period:
April - October





ANTALYA

Turkey

Antalya continues to be one of the favourite summer destinations among Romanian tourist, especially families with small children, but also couples or honeymooners. High-quality services, proximity to Romania, luxury and confort strongly recommend Turkish resorts.

The package includes seven nights accommodation with various meal plans (usually all inclusive), charter flight, transfers and travel assistance.

- Departures from Bucharest, Timisoara, Cluj-Napoca, Oradea, Iasi.
- Period: May - October





The Caribbean

Dominican Republic, Mexico and Cuba

The Caribbean includes three main exotic products with charter flights from Madrid:

- **Punta Cana, Dominican Republic**
- **Varadero or La Havana, Mexico**
- **Riviera Maya or Cancun, Cuba**

The idyllic beaches surrounded by palm trees, the beautiful sunrises, the kaleidoscope of views, smells and tastes are the reasons customers dream of these exotic holiday destinations. The package includes seven nights accommodation with various meal plans (usually all inclusive), charter flight, transfers and travel assistance.

- Departures from Madrid; connection flight from Romania to Madrid (Spain) not included
- Period: all over the year
- Airline carrier: Evelop Airlines





PHUKET, KRABI & KHAO LAK

Thailand

Exotic Asian destination such as Phuket, Krabi and Khao Lak have a loyal customer segment on the Romanian market. Travellers choose Thailand for its tranquil beaches, exotic cuisine, mesmerizing temples and scenery, outstanding history and culture.

The package includes seven nights accommodation with various meal plans (usually BB), charter flight, transfers and travel assistance.

➤ Departures from Bucharest and Cluj-Napoca

➤ Period:
October - March





Bulgaria

Bulgaria seaside is one of the most popular holidays destinations for Romanian tourists as for proximity and good value for money.

There are three destinations on top client preferences: Golden Sands, Albena and Sunny Beach, offered with individual transportation, as well as with coach bus.

The package includes accommodation with various meal plans (usually HB or AI).

- › Departures: individual transportation
- › Period: May - September





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