



# Aviation Academy

Aviation Academy is a branch of Career Guidance Institute providing a wide range of aviation related training programmes. The academy is situated in Thiruvananthapuram, Kerala. The mission of the academy is to train young people interested in joining the high-profile airline industry in positions, such as air hostess, flight steward, passenger services agent, passenger sales agent, airline reservations, agent, customer services agent and other similar positions.

Aviation Academy's Director, E Alexander is a travel professional with over 25 years of international experience in a managerial position in airline sales, marketing, recruitment and training. At Aviation Academy, he is ably supported by a team of IATA-qualified and experienced faculty.

Aviation Academy offers a multi-module diploma course with a unique job-oriented syllabus. The course has been designed by airline professionals taking into consideration the needs of the industry and the skills required by the job applicants to fill airline vacancies. Training is imparted by IATA-qualified and experienced faculty.

Aviation Academy has chosen Galileo CRS training for its students as it is user-

## Abacus India partners with Benzy Infotech

Abacus Distribution Systems India recently announced a strategic partnership with Benzy Infotech Pvt Ltd for sales and marketing of Abacus in select states of North and West India. Benzy Infotech, part of the Akbar Group, will engage a dedicated team in select states for marketing Abacus GDS and their products and solutions.

Nikhil Dhodapkar, Managing Director, Abacus India, said, "We believe that with enhanced product, effective marketing and operational initiatives and trusted partner relationships, we will be able to create and maintain travel demand and help each industry partner survive the economic storm. As a part of renewed focus on the Indian market, we have reviewed where the growth, business and markets lie, and our partnership with Benzy Infotech is a result of the same."

Benzy Infotech will market Abacus in Punjab, Uttar Pradesh, Rajasthan and Gujarat. The

dedicated team will be reporting directly to the respective Abacus regional office on the sales and marketing front, whereas Abacus India will continue supporting the Abacus users through their own customer service in these states.

KV Abdul Nazar, Managing Director, Benzy Infotech, said, "With this partnership, we have gone one more step ahead to strengthen our relationship with Abacus. With our combined experiences, we should be able to provide both value and efficiency to the travel partners in the four states."

Abacus India is organising a series of roadshows showcasing products and solutions

that would help travel agencies to increase productivity and profits, as well as improve basic operations. These solutions offer opportunities to up sell, cross-sell and create sales for various travel products.



(L-R) Manoj Nair (Manager, Strategic Accounts, Abacus India), Patrick Lai (Director, Abacus Intl), KV Abdul Nazar (MD, Benzy Infotech), Nikhil Dhodapkar (MD, Abacus India), Charmaine Ng (Abacus Intl)

## Amadeus APAC reports strong momentum in 2009

Amadeus has maintained a strong level of performance in Asia Pacific (APAC) in 2009. The company increased its

cent growth YTD to capture a 51 per cent market share of all online travel agency bookings in APAC (YTD September 2009).

Ankur Bhatia, Managing

cent towards this growth in 2009, and we hope to increase that over the next year. Our



in Australia, Hong Kong, India, Indonesia and Malaysia. During 2009, Amadeus has