

# SALES MANAGERS CONTACT DIRECTORY

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March 2025



# QUEENSTOWN ACCOMMODATION



Wanaka

Queenstown  
NEW ZEALAND

## EMMA NAND



Position: Director of Sales New Zealand  
Company: Pro-Invest Group  
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Located in the adventure capital of the world, the new 4-star Holiday Inn Express and Suites Queenstown is centrally located providing close proximity to city centre dining, entertainment, shopping and all of Queenstown's adventure activities.

The location also provides easy access to famous ski destinations, world class golf courses and is in the gateway city to the UNESCO World Heritage site of Milford Sound. Boasting stunning views of Lake Wakatipu, the Remarkables Mountain Range, and Cecil and Walter Peaks from its 227 rooms and suites. Holiday Inn Express and Suites Queenstown offers free express start buffet breakfast and free uncapped highspeed WIFI.

The Hotel also features two flexible meeting rooms, fitness room, sauna, self-service laundry, onsite parking and free business centre. We are the smart choice for savvy business and leisure travellers, delivering more where it matters most.

## MELISSA COUCH



Position: Sales Manager  
Company: Heritage Queenstown  
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Telephone: +64 3 4501 516  
LinkedIn: [Melissa Couch](#)  
Website: [www.imperiumcollection.com/](http://www.imperiumcollection.com/)

Melissa is the Sales Manager for Heritage Queenstown Hotel where she has enjoyed selling the hotel for the last 7 years having moved to the Queenstown region back in 2011.

A lover of great wine, food and adventure are only some of the reasons she is proud to call Queenstown home. She brings a wealth of knowledge to her role with a demonstrated history of working in the tourism industry across Australia and New Zealand.

Skilled in food and beverage, operations management, incentive travel, sales and hotel management. Melissa's passion for the exceptional customer service has seen her build a strong relationships with customers as well as industry peers.

The Heritage ethos "You're Somewhere Special" embraces the location and resort style facilities at the Heritage Queenstown.

## TUANE OLIVER



Position: Senior Director of Sales  
Company: EVT Hotels & Resorts, LYLO Queenstown  
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LinkedIn: [Tuane Oliver](#)  
Website: [www.azur.co.nz](http://www.azur.co.nz)

Tuane looks after inbound market segment for all EVT Hotels and Resorts across New Zealand.

One of her focuses is group enquiries across all brands as well as brand enhancement within the market segment and cross selling for New Zealand and Australia.

She also looks after the Sports market for all EVT Hotels across New Zealand.



## CAMERON TAYLOR



Position: Director of Sales  
Company: Holiday Inn Remarkables Park  
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Holiday Inn Queenstown Remarkables Park is a hub for South Island exploration. With a convenient location in the Remarkables Park precinct just 5 minutes from Queenstown Airport, our full-service hotel has a range of modern facilities to make your stay comfortable while you enjoy yourself in the heart of New Zealand's world-famous alpine playground.

## CAROLINE BRAULT



Position: Sales Manager  
Company: Mercure Resort Queenstown  
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LinkedIn: [Caroline Brault](https://www.linkedin.com/in/CarolineBrault)  
Website: [www.all.accor.com/hotel/1994](http://www.all.accor.com/hotel/1994)

As the Sales Manager for Mercure Queenstown, Caroline will assist you to make the most of your stay with personal touches for your clients, group, and everything else you can think of, she can help you!  
Mercure Queenstown is a springboard to exploration. At Mercure Queenstown, they inspire their guests to discover their destination through their authentic hotel décor and their love for the local food culture.  
Mercure Queenstown offers warmth & thrill of discovery with a comforting standard of welcome. Enjoy a true locally inspired experience.

## POPPY KUPREICHIK



Position: Sales Manager  
Company: Major Domo  
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Poppy, Sales Manager at MajorDomo, relocated from the UK to Queenstown in 2012, now dedicated to curating luxury accommodations.  
MajorDomo specializes in unique properties, meticulously selected for character, style, and luxury since 2013. Their portfolio includes villas, holiday homes, lodges, and boutique hotels across New Zealand, with a focus on Queenstown and Wanaka. They excel in tailoring stays with personalized add-on services, ensuring each experience is truly one-of-a-kind. With a commitment to detail and customer satisfaction, MajorDomo distinguishes itself in the luxury accommodation market.

## BRIAN HOWIE



Position: Director of Operations  
Company: Millbrook Resort  
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LinkedIn: Millbrook Resort  
Website: [www.millbrook.co.nz](http://www.millbrook.co.nz)

Set up on 650 acres of rolling hills and gentle streams, Millbrook Resort is a five-star lifestyle and gold resort showcasing 160 rooms.

Offering a variety of luxurious deluxe studios, one- and two-bedroom suites, three- and four-bedroom resort homes and exclusive luxury retreats- all designed to capture the history of the resort, the surrounding views of the championship gold course and majestic mountains.

Millbrook Resort sets the standard for romantic getaways, golfing holidays and relaxing retreats – with a round of golf, whiskey at Smithy’s Smoke House, lunch at the Hole In One Café, a signature massage, daily yoga and health & fitness classes, and an evening at the award-winning Millhouse Restaurants or Japanese inspired Kobe Cuisine, just one of the many ways to spend a day at Millbrook Resort.

## BRENDAN DAVIES



Position: Director of International & Corporate Sales  
Company: Millennium Hotels & Resorts  
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LinkedIn:  
Website: [www.millenniumhotels.com](http://www.millenniumhotels.com)

Millennium Hotels & Resorts operate 550 rooms in Queenstown across 3 hotels. All are conveniently located all within walking distance to the lakefront, shops and restaurants. They are currently completing a major refurbishment of the Millennium hotel including all rooms and bathrooms with walk in showers, due for completion by the end of 2023.

## TRISH MAY

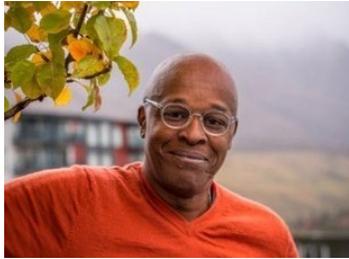


Position: Founder  
Company: New Zealand Travel Collective  
Email: [trish@newzealandtravelcollective.com](mailto:trish@newzealandtravelcollective.com)  
Telephone: +64 21 916 188  
LinkedIn: Trish May  
Website: [www.newzealandtravelcollective.com](http://www.newzealandtravelcollective.com)

Trish is a tourism marketing and sales professional with a career spanning more than 30 years in the tourism industry. In 2000 Trish established and manages a boutique marketing and sales consultancy. She has worked with a range of leading tourism businesses over the years. Prior, she held management roles in regional tourism organisations and commercial visitor attractions in Rotorua.

The New Zealand Travel Collective is a sales representation brand created by Trish in the wake of the pandemic. Trish’s goal is to present the very best of New Zealand’s visitor experiences to international markets via specialist travel agents, inbound agents, travel advisors and travel re-sellers.

## ROGER TAITT



Position: General Manager  
Company: Safari Hotels  
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LinkedIn: Roger Taitt  
Website: [www.safarihotels.co.nz](http://www.safarihotels.co.nz)  
[www.ramadaqueenstowncentral.co.nz](http://www.ramadaqueenstowncentral.co.nz)

It's been a crazy time in our awesome industry, one that I genuinely love and I'm incredibly privileged to be part of the Safari family here in beautiful Queenstown.

I too have tried to escape on many occasions, but it's the people that keep drawing me back in. I manage and look after Ramada Queenstown Central & La Quinta Queenstown.

These outstanding 4-star properties are ideally positioned for leisure, ski, and small group markets. Any sales inquires or if you need anything to please just let me know.

## JAMES NIU



Position: Corporate Sales Manager  
Company: Sudima Hotels  
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Website: [www.sudimahotels.com](http://www.sudimahotels.com)

James joined Sudima with over a decade of hotel operations and sales experience, most of which was for an international hotel chain, 5-star property in London.

He started out working in front office operations, then quickly moved into the sales team where he worked just about every role in the department, from Groups to Events, to proactive sales managing the Diplomatic and Geo-markets – Middle East and India.

He returned home to Auckland after 11 years away, and he started with Sudima Hotels in June 2022, tasked with the responsibility of growing the corporate and MICE business segments across the hotel's property portfolio.

## MICHEL ADOLPHE



Position: Chief Commercial Officer  
Company: Sudima Hotels  
Email: [michela@sudimahotels.com](mailto:michela@sudimahotels.com)  
Telephone: +64 29 6788 184  
LinkedIn: Michel Adolphe  
Website: [www.sudimahotels.com](http://www.sudimahotels.com)

A highly motivated and skilled Chief Commercial Officer whose effectiveness comes from a proven Sales & Marketing skill set developed over 30 years in the hospitality industry and proven further with the dramatically successful growth of the Sudima brand in New Zealand.

Michel strategically delivers "5 star" growth for brand across all its segments by motivating his team, effectively using the marketing mix – including ecommerce and leveraging rock solid industry-wide relationships.

He is strategic, analytical, empathetic, insightful, and articulate.

## MATTHIAS SCHULZ



Position: Regional Director of Sales and Marketing  
Company: Swiss-BelSuites Pounamu Queenstown  
Swiss-BelResort Coronet Peak Queenstown  
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[www.swiss-belhotel.com/coronet](http://www.swiss-belhotel.com/coronet)

Matthias is looking forward to working closer together and please reach out anytime. He looks after Sales and Marketing for all hotels in Australia and New Zealand for the Swiss-Belhotel International chain.

Swiss-Belhotel International is recognized as one of the world's fastest growing hotel management groups. Swiss-Belhotel International provides professional expertise and management services for hotels, resorts and serviced residences. Please reach out anytime via email or mobile.

## MARK ROSE



Position: Chief Executive  
Company: The Rees Hotel Queenstown  
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Telephone: +64 21 2477 222  
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Website: [www.therees.co.nz](http://www.therees.co.nz)

Mark brings a wealth of talents and experience to the role as first Chief Executive of The Rees Hotel & Luxury Apartments Queenstown.

Mark has spent his working life in the hospitality industry in the UK, the USA, Australia and New Zealand. He is a trained chef and a specialist in food and beverage services who has managed vineyard and winery operations in addition to his hotel management duties.

He came to The Rees Hotel and Luxury Apartments Queenstown directly from an appointment as General Manager of the prestigious Cameron House on Loch Lomond, one of Scotland's finest luxury hotels. Two golf courses, five dining rooms, a marina, a spa [voted best spa in Scotland], a staff of 450 – and a guest list that ranges from sport stars and celebrities to the King of Jordan.

## JUSTIN CRANE



Position: Owner & Operator  
Company: The Cottages at Lake Hayes  
Email: [luxurystays@lakehayes.com](mailto:luxurystays@lakehayes.com)  
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Website: [www.lakehayes.com](http://www.lakehayes.com)

Justin and Kirsty have the pleasure of owning and operating The Lake Hayes, luxury lakefront accommodation on the shores of Lake Hayes, Queenstown.

Launched in 2020, The Cottages boast stunning views, luxurious interiors, and a curated art collection, welcoming many returning guests. Each of the 5 cottages accommodates up to 4 adults with 2 ensuite bedrooms, private terraces, fully-equipped kitchens, dining areas, bars, and lounges with wood-burners. Additionally, each cottage offers private parking, secure storage for equipment, laundry facilities, and a communal Pinot Pit. Guests can indulge in a cottage with a hot tub, making it ideal for private escapes or group gatherings.

## ELENOR BRYANT



Position: Sales and Marketing Manager  
Company: Hotel St Moritz & Sofitel Queenstown Hotel & Spa  
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Website: [www.all.accor.com](http://www.all.accor.com)

Eleanor is the Sales and Marketing Manager across the two five-star luxury Accor properties in Queenstown, Hotel St Moritz and Sofitel Queenstown Hotel & Spa. Conveniently located in the heart of the town, Sofitel Queenstown boasts 84 rooms & suites and provides a luxurious retreat with a French zest in which to unwind after an action-packed day exploring all that Queenstown has to offer. Just a five-minute walk along the lakefront you will come across MGallery's Hotel St Moritz, a soulful Alpine residence nestled in the mountains. Complete with 134 rooms and suites, a hot tub garden and panoramic views of the lake, Hotel St Moritz is the perfect home away from home. Both hotels are Qualmark Gold certified demonstrating the highest level of commitment to sustainability best practice.

## LOUISE FREND



Position: International Sales Representative  
Company: Unique Stays & Experiences  
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Website: [www.theheadwatersecolodge.com](http://www.theheadwatersecolodge.com)

Louise Frend of Unique Stays & Experiences is now the representative for domestic and international sales for Headwaters Eco Lodge. Louise has over 35 years experience in destination management, tourism and travel marketing, specialising in representing owner-operated boutique high-end properties and authentic tour experiences.

## KYLIE HOGAN



Position: General Manager  
Company: Azur Lodge  
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Website: [www.azur.co.nz](http://www.azur.co.nz)

A distinctively contemporary luxury lodge with nine private villas located on a hilltop overlooking some of the most spectacular scenery in New Zealand. The best of both worlds - the feeling of privacy and remoteness and yet in five minutes be part of the local dynamic scene in downtown Queenstown.

## VICKI ONIONS



E I C H A R D T ' S

Position: Group Executive Director  
Company: Eichardt's Private Hotel  
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Telephone: +64 3 4410 450  
LinkedIn: [Vicki Onions](#)  
Website: [www.imperiumcollection.com/](http://www.imperiumcollection.com/)

Welcome to New Zealand's ultimate ensemble of luxury accommodation and dining.

Eichardt's sets the standard of gracious luxury accommodation. It marries the exquisite flair of New Zealand design, with flawless comfort and attentive service.

Their world-class boutique hotel offers every guest a magical and memorable experience.

# QUEENSTOWN ACTIVITIES



Wānaka

Queenstown  
NEW ZEALAND

## MARC PERRY



Position: Queenstown Sales Manager  
Company: AJ Hackett Bungy NZ  
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Telephone: +64 27 656 9864  
LinkedIn: [Marc Perry](#)  
Website: [www.bungy.co.nz](http://www.bungy.co.nz)

Marc represents all of our sites and experiences in Queenstown including the 'World Home of Bungy' at the Kawarau Bridge, the Nevis Playground, and the Ledge. Queenstown has 3 different site locations with a total of 7 different experiences.

Marc leads our team and sales channels in Queenstown that include Trade, Conference & Incentive, Entertainment Events, Groups, Education and our newly created Wellness Experiences. Marc has 15+ years experience in Adventure Tourism in Queenstown and has been with AJ Hackett Bungy New Zealand for 7+ of them. We are stoked to have him...most of the time!

## ANTONY SPROULL



Position: Operations Manager  
Company: Air Milford  
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Telephone: +64 3 4422 351  
LinkedIn: [Antony Sproull](#)  
Website: [www.airmilford.co.nz](http://www.airmilford.co.nz)

Youngest son to Hank and Kerrie (company Directors), Antony joined the business full-time in 2011. He combined his studies in tourism and child born love for aviation to attain a commercial pilot's license in 2014.

Air Milford is proud to be Queenstown's most sustainable airline. Antony gives credit to his parents, who have drawn on 50 years of local aviation experience, to establish a successful business focused on personalized flight seeing tours."

## ELINOR WATKINS



Position: Sales and Marketing Executive  
Company: Ziptrek Eco Tours  
Email: [ewatkins@ziptrek.com](mailto:ewatkins@ziptrek.com)  
Telephone: +64 21 554 057  
LinkedIn: [Elinor Watkins](#)  
Website: [www.Ziptrek.co.nz](http://www.Ziptrek.co.nz)

Ellie looks after the Sales and Marketing for Ziptrek Ecotours. Ellie oversees all sales and trade channels, partnerships and marketing activities.

Queenstown's first Carbon zero activity, Ziptrek is renowned for delivering awareness and education of the natural environment – along with a healthy dose of ziplining adventure! Fly through the forest canopy high above Queenstown. Take in the spectacular views of Lake Whakatipu and The Remarkable mountain range all year-round - in rain, shine and even snow!

Ellie looks forward to connecting with you all. Please feel free to reach out with any questions.

## LEE SAUNDERS

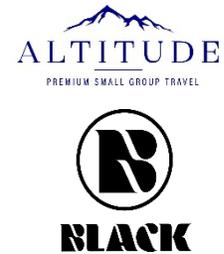


**ALPINE**  
◀ LUXURY TOURS ▶

Position: Founder  
Company: Alpine Luxury Tours  
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Telephone: +64 27 2574 632  
Website: [www.alpineluxurytours.co.nz](http://www.alpineluxurytours.co.nz)

As Alpine Luxury Tours founder, Lee Built a number of key relationships over the years. Such relationships allow them to customize any adventure or experience at a moment's notice to ensure guests see the best of Queenstown and New Zealand. Through the eyes of their local knowledgeable guides, Alpine Luxury Tours love being able to share New Zealand with their guests in private luxury vehicles. Family owned and operated, Lee takes pride in luxury and environmental practices above all else. The bespoke experiences including private transfers, sightseeing experiences, wine experiences, heli wine experiences, hikes, heli hikes, helicopter flights, and Ski experiences (during winter)- each available at a moments notice. Because when a trip to Queenstown in all-access-pass to stunning vistas and adventurous activities, who better to show than people who have called it home for decades.

## ALIA MCWHIRTER



Position: Key Account Manager  
Company: Altitude Tours, BLACK  
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Telephone: +64 210 248 1975  
LinkedIn: Alia McWhirter  
Website: [www.altitudetours.co.nz](http://www.altitudetours.co.nz)  
Website: [www.blacknz.co.nz](http://www.blacknz.co.nz)

Alia, Key Account Manager for Altitude Tours & BLACK, moved to New Zealand in 2019 and has since driven the promotion of Queenstown's premier day touring brands. Starting as a tour guide, she has grown with Altitude Tours, collaborating with travel agents, trade partners, and expanding their reach locally and internationally. Altitude Tours' small-group day tours covering Milford Sound, Mt Cook, Glenorchy, Queenstown, along with award-winning Wine Tours and NZ's first Gin & Heli Gin experience. BLACK offers luxury transport and adventures, letting visitors explore Queenstown and beyond with premium vehicles and expert local guides, including options like wine touring, sightseeing, hiking, biking, flyfishing, and visiting Ben Lomond high country station.

## STU CORDELLE



Position: Business & Sales Manager  
Company: Appellation Wine Tours  
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Stu has a long background in Queenstown tourism, having worked in frontline, sales and General Manager roles. He has a strong passion for the industry and has built many strong relationships with local, national and offshore agents. Appellation Wine Tours offers a range of small group, private and custom wine tours, operating daily into the heart of Central Otago wine country. They have a modern fleet of vehicles, including two new Ford electric vans, Mercedes minivans, BMW limousines and a Tesla Model Y. The company has built up strong and extensive relationships with many vineyards in their 25 years of operation, and as such have access to extra special bespoke experiences.

## SARAH RUSSEL



Position: General Manager  
Company: Appellation Wine Tours  
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Telephone: +64 3 4426 920  
Website: [www.appellationwinetours.nz](http://www.appellationwinetours.nz)

Sarah, General Manager of Appellation Wine Tours for over 7 years, oversees sales, trade channels, product development, marketing, and day-to-day operations.

With 23+ years of experience in showcasing Central Otago's wine regions, Appellation Wine Tours has earned a stellar reputation reflected in continuous 5-star reviews and a 6-year consecutive Gold Qualmark. Departing from Queenstown, they offer all-inclusive small-group, daily, private, and custom wine tours, complementing other Queenstown activities. Their modern fleet includes luxury Mercedes-Benz minivans and private touring vehicles. With passionate and knowledgeable guides, they provide memorable experiences, boasting strong relationships with vineyards for bespoke tours.

## LISA COOPER



Position: Manager  
Company: Around the Basin Bike Queenstown  
Email: [lisa@aroundthebasin.co.nz](mailto:lisa@aroundthebasin.co.nz)  
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Website: [www.aroundthebasin.co.nz](http://www.aroundthebasin.co.nz)

Since the Queenstown Trail opened in 2012, Around The Basin have been a key operator on this trail network. Now into their 11th year of business, and with years of riding around the Whakatipu Basin behind them, they are one of the most experienced local operators getting riders onto the Trail. Offering quality analogue and electric bike hire, self-guided and supported ride packages they have the perfect ride available to suit your desire and ability.

Around The Basin are gold Qualmark rated and pride themselves on offering a friendly, personalised Kiwi-flavour to take your Queenstown biking experience from good to great. Around The Basin provide all the tools needed for a great adventure while riding in Queenstown.

## MATT HIRST



Position: Owner  
Company: Queenstown Bike Tours Limited, Better by Bike  
Email: [matt@betterbybike.co.nz](mailto:matt@betterbybike.co.nz)  
Telephone: +64 21 432 145  
Website: [www.betterbybike.co.nz](http://www.betterbybike.co.nz)

Matt Hirst has been working in the tourism and hospitality industry since leaving school. He started his career and family in Japan and became fluent in speaking Japanese before moving back to New Zealand.

Matt and his business partner Dylan Thomas established the bike hire company over ten years' ago and started operating on the same day that the Queenstown trail opened.

Fast forward to today and the business is thriving, offering a premium product (including e-bikes and mountain bikes), and benefiting from happy and returning customers.

Matt has built up a talented and loyal team who now all belong to the Better By Bike family. Book Better By Bike for the Best Day Ever!

## DEBBIE ZAMPIERI



Position: Business Development Manager  
Company: Fiordland Discovery  
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Telephone: +64 21 0473 485  
LinkedIn: [Debbie Zampieri](#)  
Website: [www.fiordlanddiscovery.co.nz](http://www.fiordlanddiscovery.co.nz)

Debbie looks after the sales & marketing at Fiordland Discovery. Born in Australia to Italian parents Debbie fell under the magical spell of Queenstown and the South Island of New Zealand while traveling and relocated with her kiwi husband and two children shortly after... now over 15 years ago!  
If you have any questions about Queenstown or Fiordland please don't hesitate to get in touch with Debbie who will share her passion for the truly unique experiences that Fiordland Discovery offers.

## TEGAN WORTHINGTON



Position: Sales & Marketing Manager  
Company: Glacier Southern Lakes Helicopters  
Queenstown Snowmobiles  
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Telephone: +64 27 2847 327  
LinkedIn: [Tegan Worthington](#)  
Website: [www.glaciersouthernlakes.co.nz](http://www.glaciersouthernlakes.co.nz)  
[www.queenstownsnowmobiles.co.nz](http://www.queenstownsnowmobiles.co.nz)

Sales Manager at Glacier Southern Lakes Helicopters, owned and operated by Helicopters Queenstown 2020 Ltd & Queenstown Snowmobiles.

Having joined the team back in June 2022, Tegan has been assisting the company with the relationship rebuild of local, domestic & international trade. She has been in the Tourism industry for 10yrs with an extensive background in Queenstown Hotels, with dealings from inbound agents to Conference and Incentive.

Tegan is looking forward to reconnecting with her fellow tourism colleagues and providing unforgettable helicopter experiences around Milford, Queenstown, Fiordland & Mt Aspiring National Parks.

## TESS KELLY



Position: Sales & Marketing Manager  
Company: Heliworks Queenstown & Heli Glenorchy  
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Website: [www.Heliworks.co.nz](http://www.Heliworks.co.nz)  
[www.heliglenorchy.co.nz](http://www.heliglenorchy.co.nz)

Tess manages sales and marketing for Heliworks Queenstown and Heli Glenorchy, both family-owned companies in New Zealand. With access to stunning scenery, they offer once-in-a-lifetime Heli adventures. Explore Queenstown, Glenorchy, Milford Sound, or the exclusive Earnslaw Burn with their experienced local pilots. Every flight promises a unique, authentic experience, filled with stories about the incredible region.

## MATT WONG



Position: Owner & Director  
Company: iFLY Indoor Skydiving Queenstown  
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Telephone: +64 21 910 914  
LinkedIn: [Matt Wong](#)  
Website: [www.iflynz.co.nz](http://www.iflynz.co.nz)

Located in Queenstown, iFLY offers a unique adventure, believing everyone should have the chance to fly. Since 2018, they've been a staple on Brecon Street, catering to families, friends, and corporate groups. Rain or shine, their team ensures a memorable experience. iFLY offers the rush of human flight, embodying New Zealand's spirit of aviation and adventure. As the country's only indoor skydiving attraction, it's an exhilarating addition to Queenstown's adrenaline scene.

## NICKY SYGROVE



Position: Chief Executive  
Company: Kinross Winery  
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LinkedIn: [Nicky Sygrove](#)  
Website: [www.Kinross.nz](http://www.Kinross.nz)

Nicky has worked in private and public sectors, has over 15 years experience, and with a sales / marketing and tourism background, Nicky is completely focused on world class guest experiences that authentically tell New Zealand stories and hero the people who are pushing boundaries and protecting our beautiful environment.

Kinross Winery is all about immersing guests in the Central Otago world of wine. Representing five wineries (Coal Pit, Hawkshead, Kinross, Valli and Wild Irishman) allows the teams to really showcase a broader story of the region - how the history, climate, terroir and personalities of the place really make it world famous.

If you're looking for an authentic NZ wine experience, Kinross loves sharing the stories of this special place with your guests.

## GEMMA WILSON



Position: General Manager  
Company: Kiwi Park  
Email: [gemma@kiwibird.co.nz](mailto:gemma@kiwibird.co.nz)  
Telephone: +64 21 956 547  
Website: [www.kiwibird.co.nz](http://www.kiwibird.co.nz)

Gemma Wilson, a third-generation family member, now leads the wildlife sanctuary her grandparents founded in Queenstown in 1984. Born and raised in Queenstown, Gemma is passionate about preserving native NZ wildlife.

The 5-acre park showcases over 20 species under nationally managed conservation programs, with your entry fee supporting their efforts. Highlights include guaranteed kiwi viewing, audio tours in multiple languages, Conservation Shows, and Kiwi Encounters.

Don't miss the Honey Bee Centre for a glimpse into a see-through beehive and tasting NZ honey. Nestled in landscaped gardens, the Kiwi Park offers a serene escape from downtown Queenstown's hustle and bustle.

## MARTIN LANGFORD



Position: General Manager of Sales  
Company: Ngāi Tahu Tourism – Shotover Jet, Dart River Adventures, Guided Walks New Zealand  
Email: [martin.langford@nttourism.co.nz](mailto:martin.langford@nttourism.co.nz)  
Telephone: +64 27 2490 088  
LinkedIn: [Martin Langford](https://www.linkedin.com/in/MartinLangford)  
Website: [www.shotoverjet.com](http://www.shotoverjet.com)  
[www.dartriver.co.nz](http://www.dartriver.co.nz)

Martin Langford serves as the General Manager of Sales for Ngāi Tahu Tourism, offering diverse experiences across Aotearoa, New Zealand.

In Queenstown, they feature Shotover Jet, the world's most exciting jet boat, and Dart River Adventures in Glenorchy, providing Wilderness jet boat experiences into Mount Aspiring National Park. Guided Walks New Zealand (GWNZ) offers various walks, including the Routeburn Track, Aspiring Wilderness Experience, and Bob's Cove. Ngāi Tahu also offers experiences nationwide, from Hollyford Valley Guided Walks to the All Blacks Experience, showcasing the rich diversity of New Zealand's landscapes and culture.

## BRIAN HOWIE



Position: Director of Operations  
Company: Millbrook Resort  
Email: [brian.howie@millbrook.co.nz](mailto:brian.howie@millbrook.co.nz)  
Telephone: +64 21 397 060  
LinkedIn: [Millbrook Resort](https://www.linkedin.com/company/millbrook-resort)  
Website: [www.millbrook.co.nz](http://www.millbrook.co.nz)

Set up on 650 acres of rolling hills and gentle streams, Millbrook Resort is a five-star lifestyle and golf resort. Encompassing two 18-hole championship golf courses (home of the New Zealand Open), five tiers of luxurious accommodation, an award-winning day spa, five restaurants, health & fitness Centre, various conference venues and real estate. Millbrook Resort sets the standard for romantic getaways, golfing holidays and relaxing retreats – with a round of golf, whiskey at Smithy's Smoke House, lunch at the Hole In One Café, a signature massage, daily yoga and health & fitness classes, and an evening at the award-winning Millhouse Restaurant or Japanese inspired Kobe Cuisine, just one of the many ways to spend a day at Millbrook Resort.

## SOPHIE KOEHLER



Position: International Sales Manager  
Company: KJet Queenstown  
Email: [sophie@kjet.co.nz](mailto:sophie@kjet.co.nz)  
Telephone: +64 21 0808 9162  
LinkedIn: [Sophie Koehler](https://www.linkedin.com/in/SophieKoehler)  
Website: [www.kjet.co.nz](http://www.kjet.co.nz)

Sophie is the Sales Manager at KJet Queenstown and looks after the local, national and international markets. Sophie has a strong tourism background and is ready to bring her expertise and passion to the role.

Since 1958, KJet has led New Zealand's Jet boat rides, earning recognition as the world's first commercial operator. In Queenstown, this family-owned business ensures unforgettable experiences, sharing exclusive stories and sights. They prioritize providing friendly, exciting, and value-for-money rides. KJet also offers Time Tripper, Queenstown's unique underwater cinematic experience, revealing 90 million years of history and legend in just 30 minutes.

## ANNA WANG



Position: Business Development Manager  
Company: Nomad Safaris  
Email: [events@nomadsafaris.co.nz](mailto:events@nomadsafaris.co.nz)  
Telephone: +64 27 656 9864  
Website: [www.nomadsafaris.co.nz](http://www.nomadsafaris.co.nz)

With nearly 15 years of tourism Sales & Marketing experience, Anna Wang brings extensive knowledge of markets. Having worked across various sectors in the tourism industry, from tour guiding to product management and consulting, Anna has called Queenstown home since 2013.

Joining Nomad Safaris in 2022 as Business Development Manager, she oversees the Asian market and C&I business. Nomad Safaris offers premier 4WD experiences, showcasing Queenstown's Lord of the Rings filming locations and Otago gold mining settlements. Partnering with Info & Track, they provide comprehensive booking services and transport options for both summer and winter adventures.

## DAVID GATWARD-FERGUSON



Position: Director of Sales and Marketing  
Company: Outback New Zealand Limited  
Natural Selection  
Email: [sales@nomadsafaris.co.nz](mailto:sales@nomadsafaris.co.nz)  
Telephone: +64 27 6432 629  
LinkedIn: David Gatward-Ferguson  
Website: [www.nomadsafari.co.nz](http://www.nomadsafari.co.nz)  
[www.nomadsafari.co.nz/tesla](http://www.nomadsafari.co.nz/tesla)

A seasoned marketer with a passion for mentoring and assisting others. With a diverse career spanning wine, IT, business consulting, and tourism, I'm here to share my expertise. Nomad Safaris invites you to discover the best of Queenstown, New Zealand, with personalized tours into the backcountry. Explore Lord of the Rings filming locations, Otago gold mining settlements, and stunning Southern Lakes scenery. Our local guides bring New Zealand's Maori folklore and European pioneer culture to life, painting a vivid picture of this wonderful land.

## LI LI



Position: Business Development Manager  
Company: NZONE Skydive  
Email: [l.li@experienceco.nz](mailto:l.li@experienceco.nz)  
Telephone: +64 27 5282 245  
LinkedIn: [Li Li](https://www.linkedin.com/in/li-li)  
Website: [www.nzoneskydive.co.nz](http://www.nzoneskydive.co.nz)

Li Li is the Business Development Manager at NZONE Skydive and Skydive Wanaka. With over 12 years of experience in sales, marketing, and business development & strategy, she oversees the international and domestic trade partner portfolio along with the Inbound Tour Operator channels. Experience Co's NZONE Skydive, the birthplace of tandem skydiving in New Zealand, has completed over 350,000 skydives since 1990, earning the New Zealand Supreme Tourism Award. Skydive Wanaka, its sister operation since 1995, has performed over 150,000 tandem jumps. As leading skydive operators in New Zealand, they turn dreams into reality. Contact Li Li at for more information.

## PEDRO MARTINEZ



Position: Marketing & Operations Manager  
Company: Over the Top Helicopters  
Email: [marketing@flynz.co.nz](mailto:marketing@flynz.co.nz)  
[booking@flynz.co.nz](mailto:booking@flynz.co.nz)  
Telephone: +64 3 4422 233  
Website: [www.flynz.co.nz](http://www.flynz.co.nz)

Their resident Englishman Pedro started with Over The Top in 2013. Working his way up from hangar rat and client delivery service through to his current role as Operations and Marketing Manager.

Pedro knows the ins and outs of every aspect within the company. With his desire to be the best of the best and his inability to stay still he has now set his sights on becoming a commercial helicopter pilot.

In his position of marketing and with his thorough knowledge of operations he has the perfect ability to plan and design the unique and personalised packages we are famous for.

## FLEUR CASEY



Position: Products & Business Development Manager  
Company: Oxbow Adventure Co.  
Email: [fleur@oxbow.co.nz](mailto:fleur@oxbow.co.nz)  
Telephone: +64 21 759 691  
LinkedIn: [Fleur Casey](#)  
Website: [www.oxbow.co.nz](http://www.oxbow.co.nz)

Fleur Casey brings nearly two decades of experience in the Tourism Industry, with a versatile background spanning Sales and Business Development roles across New Zealand.

From Rydges Hotels & Resorts to Experience Co., she's worked with renowned brands like Ngāi Tahu Tourism and Highlands Motorsport Park. Currently serving as Product and Business Development Manager at Oxbow Adventure Co., Fleur drives revenue and growth through trade sales, MICE sales distribution, and event management.

At Oxbow, our core value of staying 'one step ahead' ensures world-first experiences tailored to diverse clientele, including FITs, couples, families, and Conference & Incentive groups. Each inquiry receives personalized attention, reflecting our commitment to excellence.

## KATE DANAHER



Position: Sales & Marketing  
Company: Pure Milford  
Email: [kate@puremilford.co.nz](mailto:kate@puremilford.co.nz)  
Telephone: +64 27 4504 836  
Website: [www.puremilford.co.nz](http://www.puremilford.co.nz)

Kate, Sales & Marketing Manager at Pure Milford since 2015, has cultivated strong industry connections in Queenstown. Pure Milford offers year-round scenic cruises of Milford Sound on the Gem of the Sound, Fiordland's only glass-roof catamaran. Departing from Queenstown and Te Anau, with optional scenic flights, it's an unforgettable experience. Choose from all-inclusive day tours or private charters for a unique adventure in one of New Zealand's most breathtaking destinations.

## MORGAN MCCAMMON



Position: General Manager  
Company: Queenstown Expeditions, Professional Touring  
Email: [morgan@newzealand-experience.com](mailto:morgan@newzealand-experience.com)  
Telephone: +64 27 3257 117  
LinkedIn: Morgan McCammon  
Website: [www.queenstownexpeditions.com](http://www.queenstownexpeditions.com)  
[www.professionaltouring.com](http://www.professionaltouring.com)

Morgan has spent a huge part of his life working within his family business here in Queenstown over the past 40 years. A true long time Queenstown family company. Queenstown Expeditions offers high quality day tours off the beaten track in and around the region while its other brand Professional Touring provides a diverse range of vehicles from smaller Mercedes to larger touring coaches providing a multitude of options from luxury tours for families and day touring.

## CAM MITCHELL



Position: Mountain Sales Manager  
Company: Cardrona x Treble Cone  
Email: [Cameron.Mitchell@realnz.nz](mailto:Cameron.Mitchell@realnz.nz)  
Telephone: +64 27 3195 875  
LinkedIn: Cameron Mitchell  
Website: [www.realnz.com](http://www.realnz.com)

Cam Mitchell is the Mountain Sales Manager for Cardrona x Treble Cone. He is kiwi born and bred, has always loved what Aotearoa has to offer and is stoked to be working in such an awesome industry. Cardrona, New Zealand's premier family-friendly ski resort, guarantees optimal snow conditions with its high elevation and top-notch snowmaking facilities. With exclusive amenities like NZ's only combined gondola chairlift, it offers unforgettable skiing adventures. Nearby, Treble Cone captivates with its expansive runs, renowned off-piste terrain, and breathtaking vistas of Lake Wanaka and the Southern Alps, making it a must-visit destination for skiing enthusiasts seeking unparalleled thrills amidst stunning natural beauty.

## FIONA BOFFY



Position: NZ & AU Sales Manager  
Company: Real NZ  
Email: [Fiona.boffy@realnz.com](mailto:Fiona.boffy@realnz.com)  
Telephone: +64 27 2022 361  
LinkedIn: Fiona Boffy  
Website: [www.realnz.com](http://www.realnz.com)

Fi Boffy, now the NZ and AU Sales Manager at RealNZ, brings her expertise from managing the Australian market to assist James Mulcahy, the International Sales Manager, in serving distribution partners and tour operators across Australia. Starting her career in 2018 at Go Orange, Fi has held various sales positions, collaborating closely with partners to enhance both their business and RealNZ's. RealNZ, committed to conservation, offers unforgettable experiences in Stewart Island, Fiordland, Queenstown, and the International Antarctic Centre in Christchurch, aiming to become a conservation-focused tourism enterprise.

## GERALDINE MCMILLAN



Position: Western Markets Business Development  
Company: RealNZ  
Email: [Geraldine.mcmillan@realnz.com](mailto:Geraldine.mcmillan@realnz.com)  
Telephone: +64 27 5910 018  
LinkedIn: Gerlandine McMillan  
Website: [www.realnz.com](http://www.realnz.com)

Queenstown is home! Geraldine has a genuine connection to this town, the people, and the surroundings. During the weekends, in the winter months you'll find Geraldine skiing up Cardrona supporting her eleven-year-old as he develops with the Cardrona Parks Squad team, and in the summer months she will be out hiking or biking many of the amazing tracks and mountain peaks that we have on our doorstep. Geraldine look forward to talking about all the amazing experiences and brands within the RealNZ portfolio.

## CLAUDIA YEUNG



Position: Sales Manager – Eastern Markets  
Company: RealNZ  
Email: [Claudia.yeung@realnz.com](mailto:Claudia.yeung@realnz.com)  
Telephone: +64 27 315 8150  
LinkedIn: Claudia Yeung  
Website: [www.realnz.com](http://www.realnz.com)

Claudia, RealNZ's Eastern Sales Manager, brings over 15 years of tourism experience, adeptly leading her team since 2017. Her expertise extends to Reservation and MICE Event Sales, with a strong focus on the Asia market. RealNZ, founded in 1954 by Les and Olive Hutchins, began with Doubtful Sound expeditions, evolving into a provider of diverse experiences, including cruises, rafting, and ski resorts. Committed to conservation, RealNZ invests in protecting the environments it operates in. Through immersive encounters, the company fosters a profound appreciation for nature, ensuring its preservation for future generations to enjoy.

## RICHARD CROUCH



Position: Sales Manager  
Company: Skyline  
Email: [Richard.crouch@skyline.co.nz](mailto:Richard.crouch@skyline.co.nz)  
Telephone: +64 27 2795 022  
LinkedIn: Richard Crouch  
Website: [www.skyline.co.nz/queenstown](http://www.skyline.co.nz/queenstown)

Richard has spent over 25 years in the dynamic tourism industry, repeatedly drawn back by the vibrancy, environment, and people. Experience Queenstown's beauty aboard the iconic Skyline Gondola, offering breathtaking views of the town and mountains. Feel the thrill with the Luge, a downhill adventure suitable for all ages. Indulge in the best of New Zealand and international cuisine at Stratosfare Restaurant & Bar, boasting stunning panoramic vistas. For a casual dining experience, Market Kitchen café offers fresh local fare. Conveniently located just a five-minute walk from central Queenstown, a trip to Skyline Queenstown is a must-do for any visitor.

## KERRY LAHOOD



Position: International Sales Manager  
Company: Southern Discoveries  
Email: [Kerry.lahood@southerndiscoveries.co.nz](mailto:Kerry.lahood@southerndiscoveries.co.nz)  
Telephone: +64 27 2285 126  
LinkedIn: Marc Perry  
Website: [www.southerndiscoveries.co.nz](http://www.southerndiscoveries.co.nz)

As International Sales Manager at Southern Discoveries, Kerry is responsible for developing their international and domestic sales activities and relationships with inbound tour operators, wholesale partners from international markets such as USA, Europe, Korea & Japan.

Southern Discoveries offers premium tourism experiences in New Zealand's iconic landscapes. From lake cruises in Queenstown to adventures in Milford Sound, including kayaking and underwater observatory visits, they cater to diverse interests. As the original Milford Sound operator, their expertise is unmatched. They prioritize conservation through initiatives like the Sinbad Sanctuary Project, partnering with the Department of Conservation and Fiordland Conservation Trust. With Qualmark Gold endorsement, they ensure top-quality excursions. Whether on daily coach trips or private charters, travelers can immerse themselves in New Zealand's beauty while contributing to its preservation.

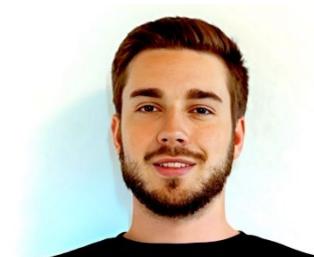
## BRAD PATTERSON



Position: Sales Manager  
Company: The Helicopter Line & Totally Tourism  
Email: [brad@totallytourism.co.nz](mailto:brad@totallytourism.co.nz)  
Telephone: +64 3 442 3034  
Website: [www.helicopter.co.nz](http://www.helicopter.co.nz)

Part of The Totally Tourism Group The Helicopter Line (THL) is one of New Zealand's leading helicopter company. Formed in 1986 THL has grown to become the largest Kiwi owned Helicopter Company in New Zealand operating scenic flights from Franz Josef, Fox Glacier, Mt Cook and Queenstown. THL's fleet consists of 17 AS350 Squirrels. They are perfectly suited to scenic flights, the open plan cabin allowing for excellent views from all seats. Our professional team is dedicated to ensuring you experience the best. The Helicopter Lines pilots have specialist experience flying in New Zealand's alpine environments and all of their crew are qualified to ensure guest safety, both in the air and on the ground. Please do not hesitate to contact Brad if you require any rates, images or information.

## MAX KOESTER



Position: Operators and Sales Manager  
Company: Thrillzone | Escape Quest  
Email: [max@thrillzone.co.nz](mailto:max@thrillzone.co.nz)  
Telephone: +64 21 0835 8673  
LinkedIn: Max Koester  
Website: [www.thrillzone.co.nz](http://www.thrillzone.co.nz) | [www.escapequest.co.nz](http://www.escapequest.co.nz)

Max leads Operations and Sales at Thrillzone | Escape Quest, overseeing all sales, trade partnerships, and operational excellence. Max is committed to providing unparalleled experiences and entertainment, ensuring every visitor has a memorable experience. Thrillzone and Escape Quest offer New Zealand's ultimate venues for exciting, state-of-the-art indoor and outdoor activities. From action-packed escape rooms inspired by real gold rush stories from our region to thrilling experiences that engage visitors of all ages, there's something for everyone. Located at the epicenter of adventure, guests can expect non-stop excitement, fun, and unforgettable memories. Max is eager to connect with you. Feel free to reach out for inquiries, product training, or to explore potential partnership opportunities!



# QUEENSTOWN TRANSPORT



Wānaka

Queenstown  
NEW ZEALAND

## YING LU



Position: Owner Manager  
Company: Albatross Travel Service Ltd  
Email: ly@enjoynz.cn  
Telephone: +64 21 260 226  
Website: [www.albatrosstravel.co.nz](http://www.albatrosstravel.co.nz)

Ying Lu is the Owner Manager of Albatross Travel Services. With bases in Queenstown and Auckland, Qualmark-endorsed Albatross Travel Services has been providing premium transfers and sightseeing services for over eight years. Offering a pristine fleet of the late model Audi A8L and Mercedes cars, 4WD's and vans, there is a personalized touring solution for clients from one guest to 25 guests.

## ANNA MAGENNITY



Position: Managing Director  
Company: Limousine Services Queenstown  
Email: [anna@lsq.co.nz](mailto:anna@lsq.co.nz)  
Telephone: +64 27 4649 486  
Website: [www.lsq.co.nz](http://www.lsq.co.nz)

Anna is the Managing Director of Limousine Services Queenstown. With more than a decade of experience in managing luxury transport, Anna has a passion for exceeding expectations and delivering a fabulous experience for our guests. Backed by a team of exceptional driver-guides and operational support specialists, Anna and her team deliver premium transport services to discerning travellers.

## TING LI



Position: General Manager  
Company: Limousine South  
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Telephone: +64 21 2016 962  
Website: [www.limousinesouth.co.nz](http://www.limousinesouth.co.nz)

Limousine South makes luxury transport accessible for visitors throughout the South Island of New Zealand. Our fleet features luxury sedans, Tesla vehicles, minivans and small coaches. With style and quality in mind, our late-model BMW and Mercedes vehicles are selected for the ultimate in comfort and safety and are available to you in Queenstown, Christchurch and Nelson. The South Island is a remarkable place to visit. Luxury touring makes it a privilege.

# QUEENSTOWN FOOD & DRINK



## FLEUR CAULTON



**Madam  
Woo** EST | 2014  
**Rātā**

Position: Co-Founder  
Company: Go to Collection – Rātā/Madam Woo  
Email: [ph@alpinegroup.co.nz](mailto:ph@alpinegroup.co.nz)  
Telephone: +64 27 5282 245  
Website: [www.ratadining.co.nz](http://www.ratadining.co.nz)  
[www.madamwoo.co.nz](http://www.madamwoo.co.nz)

Rātā, a bright modern eatery nestled in Queenstown, blends seamlessly with a native urban forest backdrop and historic buildings. It epitomizes New Zealand cuisine, featuring the region's finest ingredients and cultural influences sustainably sourced over a decade.

Madam Woo, renowned for modern Asian flavors from the Malacca Straits, offers small bites and vibrant shared dishes in Queenstown's heart. They cater to groups with their "WOO ME" menu, serving a variety of tasty plates alongside cocktails, wines, and beers near Lake Wakatipu on the Mall.

## NICKY SYGROVE



**KINROSS**

Position: Chief Executive  
Company: Kinross Winery  
Email: [nicky@kinross.nz](mailto:nicky@kinross.nz)  
Telephone: +64 21 546 710  
LinkedIn: Nicky Sygrove  
Website: [www.Kinross.nz](http://www.Kinross.nz)

Nicky has worked in private and public sectors, has over 15 years experience, and with a sales / marketing and tourism background, Nicky is completely focused on world class guest experiences that authentically tell New Zealand stories and hero the people who are pushing boundaries and protecting our beautiful environment.

Kinross Winery is all about immersing guests in the Central Otago world of wine. Representing five wineries (Coal Pit, Hawkshead, Kinross, Valli and Wild Irishman) allows the teams to really showcase a broader story of the region - how the history, climate, terroir and personalities of the place really make it world famous.

If you're looking for an authentic NZ wine experience, Kinross loves sharing the stories of this special place with your guests.

## LOUISE CLARK



BROKEN HEART  
**GIN**  
garden

Position: Marketing  
Company: Gin Garden  
Email: [gingarden@brokenheartspirits.com](mailto:gingarden@brokenheartspirits.com)  
Telephone: +64 3 9744 366  
Website: [www.gingarden.nz](http://www.gingarden.nz)

Louise manages the online presence and digital strategy for both Broken Heart Spirits and the Gin Garden in line with organisational objectives.

This includes development of website content, paid and organic digital channels, development of SEO strategy and monitoring channel performance.

Her favourite Broken Heart Spirit is the Queenstown Edition Gin and if she is not enjoying a delicious cocktail then you will find her out biking with my family or hiking the mountains of Arrowtown and Queenstown.

## JAX SMITH



**REPUBLIC**  
HOSPITALITY GROUP

Position: Head of Sales  
Company: Republic Hospitality Group  
Email: [jax@republicqt.co.nz](mailto:jax@republicqt.co.nz)  
Telephone: +64 3 9744 366  
Website: [www.gingarden.nz](http://www.gingarden.nz)

Jax look after ten local bar and restaurants in Queenstown New Zealand.

She helps facilitate people booking for private events and looking for dazzling service and unique venues.

Republic have been in hospitality for 20 years and offer exciting and unique Queenstown bars & restaurants. They got there thanks to an awesome group of people who understand what it takes to deliver exceptional customer service and consistent quality in some of the best bars & restaurants in Queenstown. Their eclectic mix of social establishments are favourites with locals and newcomers to town, serving up your favourite drinks, bites and experiences at great value prices.

## HEIDI HELLSTEN



**TRUE SOUTH**  
DINING ROOM  
THE REES HOTEL

Position: Event Sales Executive  
Company: The Rees Hotel, Luxury Apartments & Lakeside Residences, True South Dining Room  
Email: [events@therees.co.nz](mailto:events@therees.co.nz)  
Telephone: +64 210 279 5546  
Website: [www.therees.co.nz](http://www.therees.co.nz)

The award-winning True South Dining Room epitomises sophisticated elegant dining where guests are treated to experience a sense of surprise.

The genuine taste of the true South and pride in the region is expressed with a menu of dishes based strongly on local produce. Sourcing high quality suppliers in the South Island and buying local is important to the restaurant, it not only assures freshness and quality control, it reduces food miles and encourages sustainable practices.

Offering mouth-watering monthly menus, with daily tweaks and seasonal changes, it showcases True South's signature style that is fresh, clean on the palate and exhibits creativity, innovation and above all, amazing flavour.



# YOUR QUEENSTOWN TRADE TEAM

When it comes to selling Queenstown, NZ to the world, the DQ Travel Trade team know the importance of understanding the destination so that you can build itineraries confidently and dream weave travel experiences that are tailored to your business and client's specific needs.

