

**Tatiana Lotufo Added To  
Associated Luxury Hotels International (ALHI)  
Sales Team As Global Sales Specialist**

SAN DIEGO, CA (March 2013) – **Tatiana Lotufo** has joined **Associated Luxury Hotels International (ALHI)** as **Global Sales Specialist**, with specific sales responsibilities for **ALHI’s international collection** and **Associated Destinations Worldwide** members, and for the **incentive market** accounts in North America. In her new position she is responsible for assisting meeting professionals, association executives, convention specialists, and business executives with ALHI Global Sales Organization (GSO) services and support, **specifically for outbound meetings** and programs to **member destinations outside of North America**. ALHI serves the meetings and incentive marketplace with more than **140 Four- and Five-Diamond quality hotels** and resorts worldwide, which includes **23 exceptional hotels and resorts outside of the U.S.**

**Lotufo** specifically serves with **ALHI’s** global sales specialists team to help planners connect globally, and she is based in ALHI’s Global Sales Office in **San Diego, California**. The announcement of her appointment was made jointly by ALHI President and CEO David Gabri, and ALHI/ADW Executive Vice President Kevin Hinton, who is also currently Chairman of Meeting Professionals International (MPI).

Prior to joining ALHI **Lotufo** was with ACCESS Destination Services for five years. Her experience also includes serving as Director of Conference Services at Estancia La Jolla Hotel & Spa in La Jolla, California, and as Conference Sales Manager at (ALHI member) Hotel del Coronado in San Diego. She speaks Portuguese, Italian, Spanish, English, and some French. She graduated with honors with a Master in Marketing degree from Istituto Marangoni in Milan, Italy. She also holds a bachelor’s degree from the University Mackenzie in Sao Paulo, Brazil. She may be reached at [tlotufo@alhi.com](mailto:tlotufo@alhi.com) or (619) 354-7270.

“Tatiana is a great addition to our ALHI Global Sales team,” said Gabri. “She is very skilled, knowledgeable, and culturally-astute, and is a very valuable resource for planners who wish to coordinate programs outside of the U.S. She has a thorough knowledge of our growing 23 global member hotels and resorts to date, and their global destinations, to help guide, assist, and support the accounts we serve.”

Gabri added, “ALHI now has a team of 52 experienced GSO professionals across the U.S. and Canada, which includes six global sales specialists to serve planners and executives effectively with their outbound program needs. We are very proud that Tatiana is now part of our team.”

**ALHI** ([www.alhi.com](http://www.alhi.com)) is a prestigious dues-based Global Sales Organization (GSO), which for nearly 30 years has specifically provided dedicated and professional GSO services to meeting professionals, association executives, incentive specialists and business executives interested in conducting successful face-to-face programs, exclusively for its hotel and resort members worldwide. ALHI has 17 professionally-staffed Global Sales Offices located coast-to-coast in North America.

**ALHI’s Associated Destinations Worldwide** ([www.adw-gso.com](http://www.adw-gso.com)) specifically provides added global sales services to the U.S. and Canadian meetings and incentive marketplace, for its world-class member destinations, upper-tier hotels, and first-class convention facilities from around the world. ADW works in concert with the ALHI GSO professionals, providing incremental sales intelligence, account advocacy, first-hand insights and assistance for serving outbound international group programs. **There is no cost to planners’ organizations** to utilize the **ALHI** and **ADW** global sales services, expertise, and account advocacy, as its members’ dues fund the organizations to best serve executives and planners with local professionals.

With a worldwide portfolio of more than **100,000 rooms** and suites and more than **10 million square feet of meeting space**, **ALHI** provides planners and their organizations experienced Global Sales services with diverse options among its outstanding worldwide member hotels and resorts which specialize in meetings and incentive programs. ALHI provides reliable one-call professional sales assistance and access to their distinctive hotels and resorts for programs ranging from 10 to more than 6,500 rooms.

Member hotels include extraordinary Four- and Five-Diamond quality meeting and incentive resorts, incomparable city hotels, exclusive smaller hotels, golf resorts, historic and landmark properties, island destinations, resorts with spas, properties in international destinations, and hotels with world-class gaming and entertainment.

For information about ALHI, contact your nearest ALHI Global Sales Office, or call the “ALHI Group Desk” toll-free at **866-303-ALHI (2544)**, and visit [www.alhi.com](http://www.alhi.com). On the website you can preview details of ALHI’s hotels and resorts, including useful information on 10 Specialty Segments. On the site, planners can see details of the properties’ meeting, accommodation, recreational and dining offerings, plus destination information and “Luxury on Sale” value opportunities. A photo gallery, meeting floor plans and specs, and a location map for each property are also easily available.

For more information about **ALHI’s Associated Destinations Worldwide** specifically, including information about global destinations and exceptional member hotels and resorts in Australia, Canada, China, Dominican Republic, Jamaica, Mexico, New Zealand, The Bahamas, United Arab Emirates (Dubai), and United Kingdom, call **(312) 346-5768**, and visit [www.adw-gso.com](http://www.adw-gso.com).

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Note: **High-resolution photos** of Associated Luxury Hotels member properties, and of Tatiana Lotufo, are available by contacting Karen Lamonica.