ORGANIZATION CHART OF THE CORPORATION

Vision

Empower the people to improve lives with dynamic business opportunities and innovative services.

Mission

Become the world's leading direct selling company by providing livelihood for sales leaders than any other. #liveyourfuturewithlondonist

LONDONIST SALES





UMANG GANDECHA
HEAD OF SALES



DINARA SULEIMANOVA
RUSSIA AND CIS AREA MANAGER



LUCILLE HELWANI
TURKEY & MENA AREA MANAGER



MICHAEL ZHANG
ASIA AREA MANAGER



MERVE SIRACE
SALES EXECUTIVE



ILIANDER DIMITROV
SALES EXECUTIVE



STAMATIS GOTTIS
SALES EXECUTIVE



ABDULLAH ZUETER
SALES EXECUTIVE



MARIA HERNANDEZ NAVARRO
SALES EXECUTIVE



KHALED MATA
SALES EXECUTIVE





LISA LIAN
SALES EXECUTIVE



LONDONIST
STUDENT ACCOMMODATION AGENCY

Sales Structure

Umang Gandecha - *Head of Sales*

- Overlook the whole Sales Structure and ensure each team member is performing their tasks correctly.
- Assign the leads and check everyone's leads
- Ensure all sales team is doing business development
- Monitor providers' rates and referral bookings
- Look after the institutions and Premium Agencies for their bookings
- China Office

Dinara Suleimanova - *Russia and CIS Area Manager*

- Looking after the CIS market and UK institutions
- Checking up CRM team performance (Ilian, Stam,Lisa, Abdullah, Maria, Khaled)
- Managing LiveChat platform
- Managing existing trade associations ALTO,EnglishUK, BETA
- Looking for business development opportunities
- Managing insurance enquiries

Lucille Helwani - *Turkey & MENA Area Manager*

- Looking after Turkish market through Maslak Office
- Develop MENA market
- Looking after CRM developments
- Monitor Khaled's performance
- Manage some platform StuRent, Edvisor

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Sales Structure

Merve Sirace - *Sales Executive*

- Direct leads and Live Chat
- Assist with office phone
- Assist with direct Turkish students
- Manage existing partners (Nacel, Trinity, Regent London)

Iliander Dimitrov- *Sales Executive*

- Manage existing partnerships (point blank, UK college of English, Euro centres etc)
- Direct Leads
- Live Chat
- Look for new partners based in UK
- Devolop and look for agents in Bulgaria

Stamatis Gottis - *Sales Executive*

- Look after direct inquires from Greece and Cyprus
- Developing Associations in Greece/Cyprus (British Council)
- Looking for new partners in Greece/Cyprus
- Direct Leads / Live Chat
- Councils in the UK (North London,Hackney Greenwich etc)

Abdullah Zueter - *Sales Executive*

- Go through old/new partners who we have been in touch with but currently do not work with
- Make contact through PIE Webinar spreadsheet
- Direct Leads
- Live Chat
- Facebook replies to students
- Trustpilot replies and Google Reviews

Maria Hernandez Navarro - *Sales Executive*

- European/Spanish Agents
- Direct leads and Live Chat
- Looking for new developments in South America
- Re-contact all agents met in ICEF and ALPHE (Brazil, Mexico)
- Direct leads and Live Chat

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Sales Structure

Khaled Matar - *Sales Executive*

- Instagram developments and getting back to direct messages
- Facebook platform and getting back to messageson this platform
- Looking after direct inquires from Middle Eastern market
- Developing Middle Eastern Agents along with Lucille
- Live Chat

Lisa Lian- *Sales Executive*

- Look after direct students from China market and look for new developments in Chinese market
- Contacting WEBA ICEF partners from China
- China platform developments - Weibo, Douyin, WeChat
- Also develop agents in Asia-Pacific Region (Korea, Japan, Thailand)

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FACTSHEET

GENERAL INFORMATION:

Residences	Dual Allowed	Room type	Fee
Kings Cross	no		
Spitalfields	no		
Old Street	yes	Silver Studio	£40
Portobello	yes	Silver Studio	£40
Aldgate	yes	Silver Studio	£40
Highbury	yes	Silver Studio	£40
Highbury II	yes	Silver Studio	£40
Islington	no		
White City	no		
Lewisham	yes	Bronze Studio	£40
Camden	yes	Any studio	£50
Kentish Town	yes	Any studio	£50
Therese House	no		
Greenwich	no		
Station	no		
Blithehahle	no		
Stratford	no		
Station	no		
West Green House	no		
Finsbury House	yes	Any studio	£40

- Chapter properties are Aldgate, Highbury I and II, Islington, Kings Cross, Lewisham, Old Street, Portobello, Spitalfields and White City.
- Unite properties are Blithehale, Station and Stratford.
- The Stay Club properties are Camden and Kentish Town.
- Scape property is Greenwich.
- Student Housing Company property is Therese House.
- Londonist properties are Finsbury and West Green Houses.
- LIV Dublin is our only option in Dublin and booking currency is euro.
- Students between age 16-18 are only allowed in Camden and Kentish Town. All other residences are 18+. Parent consent is not accepted.
- Catering option is only available in Camden and Kentish Town residences.
- IQ and AXO is available on referral basis. Contracts are set as what they display in their websites. Dates are not flexible.
- For the room types we do not have in Chapter properties we can do referral bookings. Students must stick Chapter's terms and conditions. Chapter booking form will be sent to student. (if you need the form please see Umang).
- Only Londonist residences are available for professionals.

How to arrange a viewing:

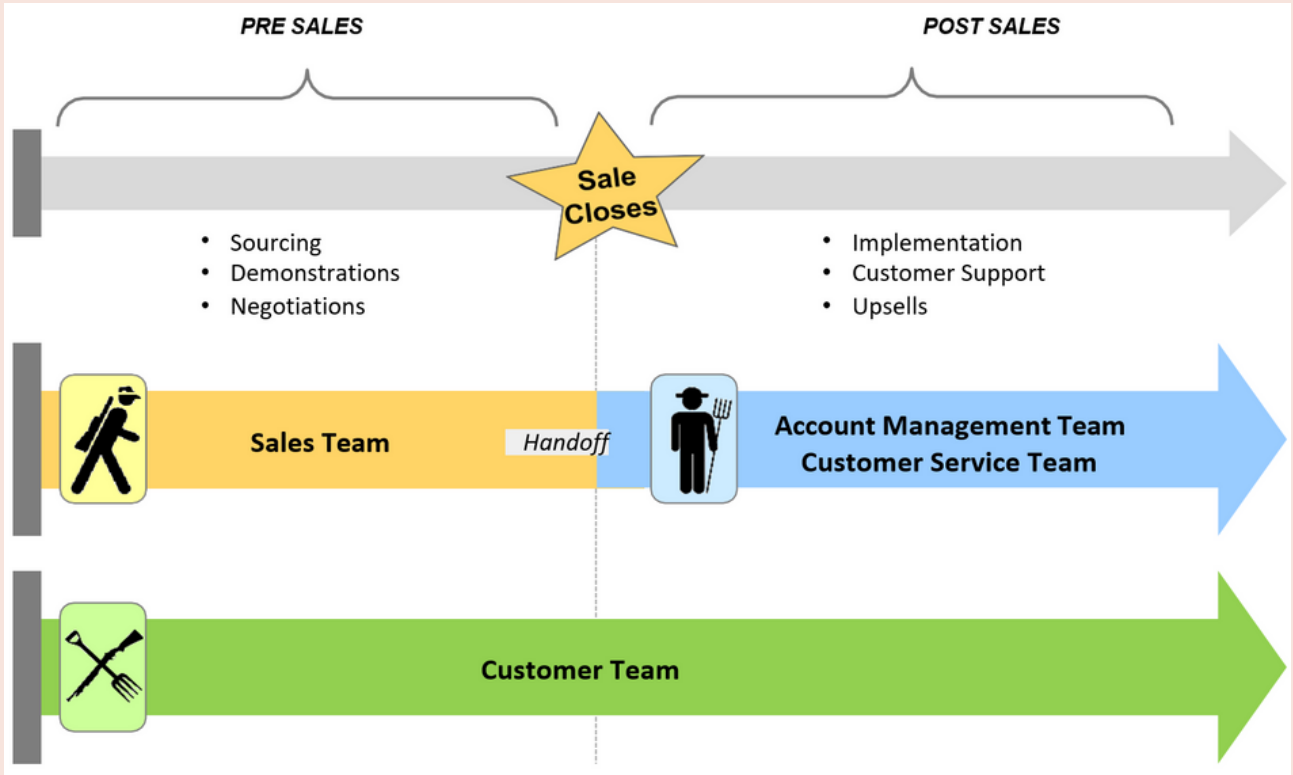
- 24 hours notice needs to be given to residences to arrange a viewing.
- An email has to be sent to residences reception team and cc'd operations@londonist.co.uk and housekeeping@londonist.co.uk with student's name, surname, viewing time and room number which they will be viewing.
- If you are not receiving confirmation email from the reception you can call and confirm. Email is mandatory.

Dual Occupancy :

- Except for Finsbury House both residences must be students.
- Overnight guests are allowed for 8 nights consecutively in a month. For longer stays dual occupancy fee will be charged.

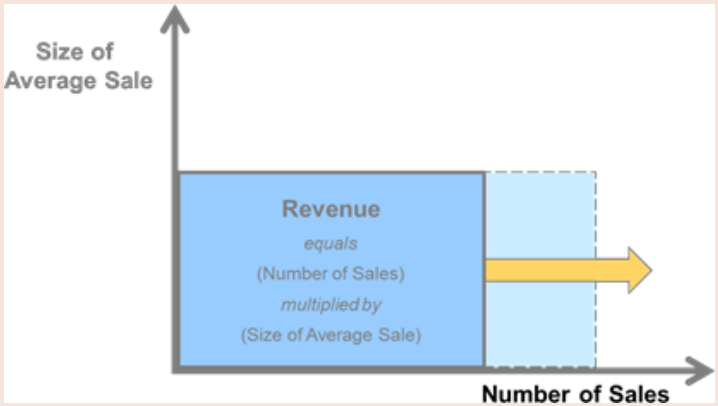
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	"The Londonist Hunter"	"The Londonist Groundsman"
Customer Lifecycle	 **Sales staff dedicated to sourcing new customers**	 **Staff who retain, support and grow existing accounts**
Typical Characteristics	• Emotionally resilient to rejection • Multitasker • Competitive • Lives for the "win" of the close	• Emotionally in-tune to clients • Collaborative • Fulfilled by long-term relationship



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