

# Negocio de las agencias de viajes



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## Negocio de las agencias de viajes

Esta agencia de viajes establecida, fundada en 2014, ofrece una amplia gama de servicios turísticos y se ha forjado una sólida reputación en los mercados saudí y del CCG. Dirigida por un equipo de profesionales experimentados del sector, la agencia se ha asegurado una posición competitiva en el mercado con altos rankings de ventas en colaboración con las principales aerolíneas.

### Detalles clave

- Emisión de billetes de avión internacionales y nacionales.
- Reservas de hotel, traslados, paquetes de viaje y organización de cruceros.
- Tramitación de visados para diversos países.
- Expedición de permisos de conducir internacionales.
- Oportunidades de franquicia disponibles.
- Importante potencial de expansión y aumento de las ventas con el apoyo adecuado.

### Posición en el mercado y resultados

- Posee aproximadamente un 4% de cuota de mercado en la región.
- Se sitúa sistemáticamente entre los 3 primeros en ventas con determinadas compañías aéreas.
- Experimentó un crecimiento de las ventas tras la pandemia, a pesar de un margen de beneficios inferior en comparación con el volumen de ventas.

### Ventajas competitivas:

- Asociaciones sólidas con compañías aéreas de Arabia Saudí.
- Equipo cualificado con amplia experiencia en el sector.
- Presta servicios de viajes al por mayor y al por menor.
- Excelente cartera de clientes y reputación en el mercado.

### Oportunidades de expansión:

- Estrategias en marcha para el crecimiento empresarial.
- Oportunidades para ampliar la base de clientes y añadir nuevos servicios.
- Potencial para desarrollar servicios turísticos especializados en nuevas zonas.

### Incluido en la venta

- Base de clientes establecida y contratos en curso.
- Equipo experto disponible para ayudarte después de la venta.
- Relaciones comerciales con proveedores y una garantía bancaria por un total de 1.969.000 SAR.

### TARGET PRICE

\$3,000,000

### GROSS REVENUE

\$12,298,208

### BUSINESS TYPE

Servicios

### COUNTRY

Arabia Saudí

### BUSINESS ID

L#20240775

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