



Eimer Hannon

Hannon Travel

GOING FOR GROWTH PROFILE

NAME:

Eimer Hannon

BUSINESS

Hannon Travel

POSITION

Managing Director

WHAT WE DO

Specialist company with offices in Navan and Belfast providing corporate and leisure travel services.

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HANNON
TRAVEL

Eimer Hannon got the 'travel bug' early in her working life, when she joined the staff of the national student travel agency USIT, at University College Dublin. Over the next number of years, she honed her skills and deepened her knowledge and experience in the travel business, particularly in the area of travel logistics. A move on to the corporate travel sector helped build on this base – and it also confirmed to Eimer that this was the business area she was passionate about and would build her career in.

Eimer always had the ambition to be in business for herself. With this frontline work experience behind her, and a loyal personal client base, she knew she was ready to become an entrepreneur and go out on her own. She started Hannon Travel in 1999, offering a highly personalised service in the corporate travel sector. Starting small from the spare room in her home, the early days were hugely challenging. Her commitment to her clients was to provide them with a complete travel service that would support them at all points of their trip, and this level of personal service is hugely demanding for a small start-up. However, as Eimer herself says: "There is always a solution to the question you are posed, and this is what you deliver. Never say no". The company quickly gained a well-earned reputation for quality personal service, hard work and the ability to deliver, and the client grew accordingly.

It was this very commitment that formed the bedrock for the success of Hannon Travel. Today, the company has grown to employ close to 30 people, has offices in Navan and Belfast, and is expanding in the UK. The customer base spans a wide range of clients from sectors including aviation, equestrian, pharma, finance and banking, tech, mining and manufacturing. But building and growing a business is challenging and can be a lonely experience for an entrepreneur. This is where Eimer credits her participation in Going for Growth as being so base critical to the continued growth of her business. "Going for Growth gave me the push, confidence and support to follow my dream and grow the business to the next level".

After taking part in Going for Growth, Eimer went on to open the office in Belfast to service the UK market, restructured the company internally to be more effective and streamlined and invested in a major technology upgrade to be one of the best in the sector. The Company continues to strengthen its presence on a global basis, having recently signed a global partnership agreement with Reed and Mackay, enabling them to deliver complete corporate travel management for professionals with exacting needs in over 40 countries worldwide. "We have gone from being a small local corporate travel provider to now being international, and we are continuing to grow. Going for Growth helped make this happen", says Eimer.

These achievements have not gone unrecognised. In 2019 Eimer received the Matheson WMB Female Entrepreneur Award 2019 and Hannon Travel was shortlisted for the award for customer service in the Aviation Industry Awards. She is also actively involved in supporting fellow entrepreneurs, acting as a voluntary Lead Entrepreneur on ACORNS, an initiative to support early stage female entrepreneurs in rural Ireland. In this way she is sharing her experience and success with people who likewise have the dream and the ambition to set up and grow their own business.

