

**Stephen Roby**  
Sales Manager – UK Leisure  
Eurostar



## Election Address

Since joining ITT in 2018 I have loved getting to know other members through the events and activities that bring us together throughout the year, including the monthly and seasonal networking events, as well as attending conferences (in person and virtual). I'm always learning new and interesting insights from interactions with my ITT peers.

As a board member I will act in the best interest of all ITT members, listening, contributing, providing support, and challenging views as necessary. My expertise of course lies with Transport and I'm proud to work for one of the most sustainable modes of passenger transport which gives me valuable insight as we all try to rebuild the industry post-pandemic and post-Brexit, in the most environmentally conscious way we can.

If elected, working with the ITT Future You team and my fellow transport operator members to champion the array of career possibilities within the transport sector will be a focus area for me. I am keen to use my time on the board to work with the membership to build vital links that will help us provide a truly inclusive and sustainable travel industry for colleagues and customers alike and which will help us to futureproof for the upcoming generation of travel professionals.

## Biography

After finishing college where I studied hospitality management, what started as a summer job has turned into a much loved 27-year career in travel. From a general steward position with P&O Ferries in 1995, moving through all aspects of onboard services and into supervisory positions, I made the move to Eurostar in 2005.

When the opportunity came to explore the various career paths in the business, I was keen to focus on Specialist Sales, where I worked with many of our trade partners in the Groups / M.I.C.E sector. In 2013 I was promoted into an account executive role, supporting account managers across Leisure, Corporate and International Sales channels, before making my most recent step up into the UK Leisure Sales Manager role in 2018. Since then, I've been managing relationships and supporting our biggest Tour Operator partners, Trade Press and Tourism Bodies as well as route-specific relationships with Disneyland Paris. I also work closely with the teams around the business that are providing trade partners with commercial support, product training and our dedicated Eurostar4Agents website, news & comms.

I'm a member of the Eurostar committee for Diversity and Inclusion. This has provided many opportunities for me to champion the diverse by nature Eurostar culture internally and externally, in several ways including through print, digital, radio and video content. I was instrumental in Eurostar signing up to TTG Media's Diversity in Travel charter in 2019, which led to our current 2022 partnership as annual D&I partner.

## Contact Details

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