

Travesla marks Two Years as a dedicated commercial division for global Aviation & Travel Tech across India & South Asia

Airline stalwarts combine a modern travel tech with an established travel agent network to drive seat yields and capture corporate accounts for global carriers.

GURGAON, HARYANA, INDIA, August 19, 2026 /EINPresswire.com/ -- Across the global aviation and travel distribution landscape, the era of passive representation is rapidly ending. For decades, international carriers expanding into growth markets relied on traditional General Sales Agency (GSA) setups; the legacy

models that often acted as little more than local contact offices, waiting for trade inquiries to roll in. As airlines navigate tighter margins, complex NDC integrations, and shifting corporate procurement habits, the gap between passive local representation and true route profitability has widened significantly.

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*Salil Nath, Founder & CEO,
Travesla*



Salil Nath, Founder & CEO of Travesla

Travesla marks two years of closing that gap today. Founded by airline industry stalwarts who recognized the urgent need to modernize regional commercial models, the company has spent its first 24 months establishing a proactive sales, operational, and distribution engine for foreign airlines, global DMCs, and travel tech providers across South Asia and the Middle East.

India and the broader GCC represent some of the most dynamic aviation corridors in the world. To fully capitalize

on this passenger volume, international carriers require localized commercial execution, including, but not limited to securing prime airport slots and navigating civil aviation frameworks

to opening high-value corporate travel desks. As an [Airline GSA in India](#), Travesla provides the dedicated on-ground structure to turn this market potential into sustained route yield, managing every step of regional sales, trade distribution, and back-office financial reconciliation.

Over the last two years, Travesla has built an active, high-yield network connecting 2,850 verified travel agents across India, the UAE, Nepal, Bangladesh, and Sri Lanka. This trade footprint allows global carriers and travel tech firms to immediately access active distribution channels without the heavy capital expenditure of building standalone regional offices

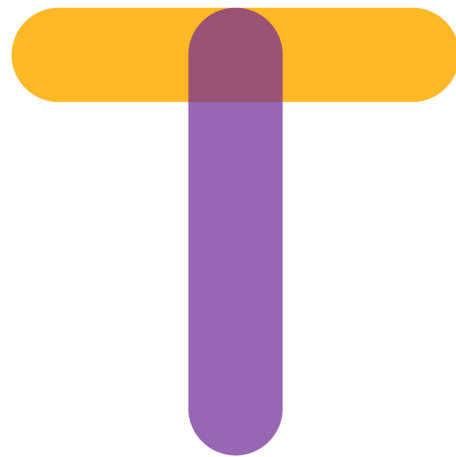
A major commercial milestone in Travesla's growth trajectory was securing a strategic sales and distribution partnership with global aviation leader Hahnair, alongside a growing portfolio, specialized DMCs, and travel tech companies, thereby covering products that span across the entire buying journey from ticketing to hotels to post travel revenue opportunities. These alliances reflect Travesla's ability to seamlessly connect global inventory with regional trade demand.

Beyond airline seat capacity, Travesla has established itself as an essential [launch-pad for non-air travel platforms and B2B SaaS providers](#) that want to sell their products to the travel industry. Travesla pairs technology platforms with a live agency network, accelerates software adoption, helping travel tech firms secure rapid market share among retail travel agents who rely on modern tools to automate daily operations and increase profit margins.

"When launching or expanding routes in South Asia airlines thrive when they have an active team on the ground focused entirely on commercial growth," says Salil Nath, Founder & CEO at Travesla. "Airlines need dedicated partners who understand route economics, engage directly with ministry stakeholders, and actively secure corporate contracts. We built Travesla to operate as a true commercial division. The team works alongside our partners to maximize seat yields, optimize slot usage, and ensure total financial reconciliation."

Travesla operates across three core business pillars:

- For International Airlines: Full-scale commercial management including civil aviation clearances, airport slot coordination, field sales, corporate desk setups, localized PR, and back-



TRAVESLA

Travesla Logo

office BSP auditing.

- For Travel Agents: Direct B2B access to premium airline inventory, wholesale hotel rates, express visa handling, and modern workflow automation tools that streamline daily operations.
- For Travel Tech Providers: Dedicated regional reselling that enables global software companies to pitch their innovative SaaS solutions directly to established agency decision-makers.

Entering its third year, Travesla is expanding its commercial teams across major metro hubs and introducing new ancillary management platforms to help partner carriers generate additional revenue per passenger. To connect with the commercial team or view Travesla's expanding client portfolio, visit travesla.com

About Travesla

Travesla provides comprehensive [airline commercial management](#), travel tech reselling, and trade distribution across South Asia and the GCC. Headquartered in India, Travesla operates as an in-market commercial division for international aviation and travel brands. Guided by industry stalwarts with decades of leadership experience inside global airline commercial departments, Travesla connects foreign brands directly to an active network of 2,850+ verified travel agency partners.

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