

Echo Tourism Ltd – Consulting Services

Echo Tourism Development & Consulting Ltd offers strategic tourism consulting services designed for **individuals, startups, NGOs, tour operators, and tourism entities** across **Egypt, Saudi Arabia, and the Middle East**. Our work is rooted in **responsible tourism, cultural depth, community engagement, and regional market knowledge**, shaped by over a decade of hands-on experience.

This document outlines the consulting services offered by Echo Tourism Development and Consulting Ltd, led by Sandrine Gamblin, Heba Elsaid & Fatema Gharieb International & regional expertise.

1. One-on-One Tourism Consulting Session

Personalized consulting sessions for founders, entrepreneurs, and tourism professionals seeking expert guidance on tourism concepts, market positioning, project setup, or expansion strategies.

Sessions focus on practical problem-solving, clarity of direction, and actionable next steps.

Deliverables: Verbal consultation + summary email with key recommendations

2. Travel Program Design & Development

Design and development of immersive travel programs that blend **classic destinations with local, community-based experiences**.

This service supports tour operators, startups, and development projects in creating well-structured itineraries grounded in cultural authenticity, storytelling, and market demand.

Includes: Destination analysis, experience design, program structure, pricing strategy.

3. Responsible Tourism Strategy Consulting

Strategic consulting for tourism initiatives that prioritize **local communities, sustainability, and ethical practices**.

This includes developing responsible tourism frameworks, stakeholder engagement models, and long-term impact strategies for NGOs, social enterprises, and tourism institutions.

Includes: Research-based analysis, stakeholder engagement plan, sustainability practices.

4. Retreat & Thematic Program Planning (Wellness / Cultural / Women-focused)

End-to-end planning support for **wellness, cultural, educational, and women-focused retreats**.

From concept development to experience flow and logistical planning, this service ensures retreats are coherent, meaningful, and aligned with the target audience and location.

Includes: Theme development, venue recommendations, itinerary draft, budget estimation.

5. Productization & Branding of Travel Services

Support for turning tourism ideas or informal services into **clear, structured, and market-ready offerings**.

This includes defining the service concept, shaping the experience, positioning the offer, and advising on branding and digital presentation.

Includes: Branding , offer structuring, pricing, digital presence suggestions.

6. Cross-Cultural Experience Design for GCC Travelers & international Markets

Design of tourism experiences and itineraries tailored specifically for **GCC, European, UK, US, and international travelers**, with sensitivity to cultural expectations and travel behavior.

This service helps regional providers adapt and expand their offerings to new markets through customized and white-label solutions.

7. Grant & Project Consulting for Tourism

Consulting support for tourism-related funding initiatives, including **concept development, proposal structuring, and project design**.

Designed for NGOs, development agencies, and entrepreneurs working with **EU, GCC, and international funding bodies**.

8. Agro-Tourism, Farm Experiences & Eco-Camp Development

Strategic consulting and experience design for **farm-based tourism, eco-camps, and rural experiences**.

This includes hands-on farm stays, educational programs on agriculture and sustainability, and agro-tourism concepts that blend **nature, culture, and local livelihoods**.

Check out our Architecture synergy consulting service too.

About the Founders/ Head consultants

Echo Tourism Development and Consulting Ltd was founded by Heba Elsaid, an Egyptian travel consultant, tourism developer, and community-based travel expert with over 12 years of experience. Heba started her journey as an architect and solo traveler, later shifting her focus to responsible tourism and regional development. She has worked on various EU-funded tourism projects, built immersive travel experiences across Egypt, Saudia Arabia and Turkey, and developed tools for travelers.

She is joined by Fatema Gharieb a co-founder and strategic partner with extensive expertise in tourism and real estate media and marketing. With a strong background in brand building and market growth across the Middle East, her partner brings powerful marketing insight and entrepreneurial depth to Echo's mission.