



Revenue Management consulting proposal

▮ Avg. Reading Time: 5 min



Introduction: Myself and Hotelswit.com

Welcome to Hotelswit.com! I'm Sachin Kumar, the visionary behind this top-tier consultancy. With a decade of experience in the hotel industry and a Bachelor's degree in Commerce, I've refined my expertise in revenue management.

I've had the honor of working with prestigious brands such as Langham Hotels, Jumeirah Hotels, Oakwood Hotels, and Akaryn Hotels Group. For over seven years, I've led revenue strategies, driving success and profitability.

I'm enthusiastic about analyzing data using tools like Power BI, Looker Studio to boost your hotel's performance. Additionally, I possess knowledge in global distribution networks and rate dynamics, ensuring your hotel excels in a competitive market.

Let's collaborate at Hotelswit.com and take your hotel's revenue strategy to new heights!

Discover customized range of services



Rev-Mate Package

FROM

\$2,500/month

- Our monthly package is designed specifically for hotels without dedicated Revenue Management staff or with junior-level staff in that role.
- We provide an in-depth analysis of the property's performance, offering insights into current performance metrics.
- Tailoring a customized pricing structure and Revenue Management strategy is a key focus, aimed at optimizing revenue potential for the property.
- Weekly Revenue Meetings are conducted to review performance metrics, discuss strategies, and make necessary adjustments.
- We handle Room Division Forecast preparation, ensuring accurate predictions for future performance.
- Our team manages day-to-day pricing optimization and distribution tasks, ensuring the property is maximizing revenue opportunities.
- We also represent the property at month-end performance meetings with Hotel Owners, providing comprehensive reports and insights into the property's performance.



One Off Consulting Package

FROM

\$1,500/Session

- Conduct thorough analysis of pricing and sales channels distribution to identify optimization opportunities.
- Develop a customized plan for distribution and pricing strategy, tailored to the specific needs and goals of the property.
- Provide 2 hours of Revenue Management training for 2-3 associates, empowering them with essential skills and knowledge.
- Offer 14 days of Q&A support following the training, ensuring that associates have ongoing assistance and guidance as they implement their new skills.



Pre-Opening Hotels Package

FROM

\$6,500/One Time Fee

- Initiate preparations 90-120 days prior to the opening, offering guidance and support on implementing tech and **SAAS solutions tailored to the property's needs, including Property Management Systems (PMS), Channel Management (CM), Revenue Management (RM) tools, and hardware setup.**
- Assist in establishing the Room Division budget and Forecast, and facilitate the setup of essential systems such as PMS, CM, Booking Engine, and integration of E-Commerce Selling channels, covering OTAs and Marketplace platforms.
- Develop a customized pricing structure and tailor a Revenue Management strategy to maximize revenue potential.
- Provide monthly progress reports and Go-to-Market preparation check reports to ensure transparency and readiness for the launch.
- Facilitate a smooth handover to the Opening Team or Revenue Team, while establishing a comprehensive dashboard and reporting structure for ongoing monitoring and analysis.

FAQ?



What is the process flow?

The workflow is tailored to client requirements, so I encourage to create a strategic plan after consulting with the partner hotels.



Past clients?

- Villa 88, Villa 89 Nimman
- Lis Hotel Chiang Mai(Pre-opening client)
- Onyx Hotels(Multiple projects)



Payment and Invoice?

An invoice or payment link can be created according to the payment terms.

How it's going to work



Onboarding

After the first call, a contract will be signed between Hotelswit.com and "Partner Hotel".

I will set up an onboarding call to set up the workflow, access to systems, working schedule



Conversation to Identify Requirements

A discussion to address the hotel's needs and current structure. This conversation aims to identify primary focus areas, secondary priorities, and long-term strategic planning.



Services & Evaluation

Generally first few weeks are about getting the strategy right which suits owner's expectations. Therefore i encourage weekly calls with Hotel Managers to track the performance

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