

Sign up for the Global Revenue Management Certification (CRME) in Berlin on 19 July

HSMIAI Region Europe will be in Berlin for the CRME certification on Wednesday 19 July.

On that day HSMIAI Region Europe will host an interactive Revenue Management workshop, after which the participants will complete the globally recognised CRME certification exam.

The certification workshop will last from 2 pm until 6 pm and will take place at the Head Office to [SnapShot](#).

Address: Kurfürstendamm 212, 10719 Berlin:

Programme:

14:00: Arrival and introductions

14:15: Workshop

16:30: Coffee break

16:45: Exam

17:45: Wrap up

The more you know, and the more you can prove you know, the better ROI you can provide to your employer or prospective employer, the more you can improve your company's bottom line, and the better you can position yourself in your chosen discipline.

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The trainer for the day is [Janel Clark](#), Head of Consultancy &

Education at SnapShot.



Janel is a qualified hotel Revenue Management professional and trainer with a passion for hotels and a wide knowledge of Revenue Management, distribution and digital marketing. She is a confident and competent team leader with excellent communication and training skills and the ability to motivate and drive the team to success. Janel is able to demonstrate sound commercial and financial awareness. She is experienced in the 4*- 5* independent and chain properties in UK and international markets.

See Janel's LinkedIn profile [here](#).

About the CRME

The CRME designation is recognition that you are:

1. A professional in the field of revenue management and clearly conversant with its intricacies and importance
2. Competent to develop an infrastructure to support

revenue management within the framework of an organisation

3. Able to maximise revenue opportunities and optimise profits by managing revenue
4. Capable of making informed decisions to accept or reject pieces of business to meet overall organisational goals
5. Proficient at the art and science of revenue management

Pricing

HSMAI Region Europe CRME workshop, digital CRME Study Guide and certification exam. Workshop includes coffee, tea and lunch.

HSMAI Region Europe Members: EUR 695

Non-members: EUR 795

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How do I earn the CRME designation?

For more information and the application form, please contact Benedicte on bgb@hsmi.no.

So far HSMAI Region Europe has CRME certified many top professionals from each of the following companies:

AccorHotels

Avvio

citizenM Hotels

Copenhagen Admiral Hotel

Crown Moran Hotel

Diamond Resorts International

Duetto

First Hotels

HotelPartner Yield Management

Hotel Tonight

IDEaS Revenue Solutions, a SAS Company

Iberostar

Infor

Infor EasyRMS

Kempinski Hotels SA

Louvre Hotels Group

Mövenpick Hotels & Resorts

OTA Insight

Parkdean Holidays

Pricematch

Reburg & Partners

Sabre Hospitality

SANA Hotels

Scandic Hotels

Short Stay Group

SnapShot GmbH

Sokos Hotels

Steigenberger Hotel Group

Thon Hotels

Top Gahn Quality Coaching

25hours Hotels

The CRME designation, often used as a post-nominal, is a recognition that those who have qualified are:

- Professionals in the field of revenue management and clearly conversant with its intricacies and importance
- Competent to develop an infrastructure to support revenue management within the framework of an organisation
- Able to maximise revenue opportunities and optimise profits by managing revenue
- Capable of making informed decisions to accept or reject pieces of business to meet overall organisational goals
- Proficient at the art and science of revenue management

After passing the exam you will be appointed globally Certified Revenue Management Executives, entitled to add the CRME designation to your name.

Coming to a city near you

We would like to invite you to join us for an afternoon and evening of education and networking followed by drinks and snacks.

Its FREE to attend for both HSMAI members and non members if you are working in the hotel and travel industry.

See all the invitations in this letter and sign up today!

Barcelona: hsm-ai-europe.com/2017/05/18/hsm-ai-region-europe-in-barcelona-wednesday-may-31st/

Madrid: hsm-ai-europe.com/2017/05/18/hsm-ai-region-europe-roadshow-in-madrid-thursday-june-1st/

Helsinki: hsm-ai-europe.com/2017/05/18/hsm-ai-region-europe-in-helsinki-tuesday-june-6th/

Copenhagen: hsm-ai-europe.com/2017/05/18/hsm-ai-region-europe-in-copenhagen-wednesday-june-7th/

Stockholm: hsm-ai-europe.com/2017/05/18/dont-miss-goran-adlen-in-stockholm-june-8th/

London: hsm-ai-europe.com/2017/05/09/dont-miss-steven-van-belleghem-in-london/

Dublin: hsm-ai-europe.com/2017/05/09/hsm-ai-region-europe-roadshow-in-dublin/

Have a wonderful evening!

Ingunn Hofseth
President & CEO

HSMAI Region Europe

About HSMAI Region Europe

HSMAI – Hospitality Sales and Marketing Association International – is a global organisation founded in the US in 1927. The Hospitality Sales and Marketing Association International (HSMAI) Region Europe is the European arm of the organisation based in London.

Mission

The Hospitality Sales and Marketing Association International (HSMAI) Region Europe is committed to growing business for the hotel, event and travel industry and their partners, and is the industry's leading advocate for intelligent, sustainable revenue growth on a local, national and European level. The association provides practical tools, insights, and cutting edge expertise to enable knowledge sharing and enhance professional development as well as fuel sales, inspire marketing, transform businesses digitally and optimise revenue.

HSMAI Region Europe Service Pledge

We pledge to provide transparent and neutral environments

We pledge to drive personal and professional growth

We pledge to be your industry point of reference

We pledge to provide you with cutting edge tools to grow your business

We pledge to go above and beyond to engage you

HSMAI Profile: John Power

John Power
VP of EMEA Sales
Travel Tripper

Travel Tripper have become a valued partner of HSMAI Region Europe. Together we will put more focus on the independent hotels in Europe. You will meet John from Travel Tripper in [Barcelona](#), [Madrid](#), [London](#) and [Dublin](#) for our Roadshow.

Q: What does a day at work consist of for you?

A: As the VP of Sales in the EMEA region, I am responsible for overseeing the growth and success of Travel Tripper here in Europe, where we are a relatively new company. One of the most exciting aspects of my job is that no 2 days are ever the same. Online demos, meetings, calls and contract negotiations are part of everyday life as well as working alongside and supporting my sales team. I also work closely with our marketing team to ensure we are getting our branding correct, attending the right shows, and growing our name recognition in Europe.

Q: What's the best part of your job?

A: Traveling with work is amazing, but being able to educate hoteliers and sell technology to different regions is a huge undertaking. Learning about the selling cultures and business models of different countries is incredible rewarding , both for Travel Tripper and myself.

Q: Do you have anyone you've looked up to?

A: In business, I have always looked at Ryanair's CEO Micheal O'Leary as someone to look up to. Micheal has transformed Ryanair into one of the most profitable budget airlines in the

world, and has forced the aviation industry to rethink its business models for the 21st century. I may not agree with all his methods, but maybe this is why he is the billionaire.

Q: Do you have any nice traditions at your office?

A: Having an office full of salespeople brings plenty of competition. We have weekly competition evenings. We are very lucky to have a table tennis in the office with leads to many broken hearts as well as bruised egos. We also have our sales leader board and bell for new clients that are signed.

Q: How long have you been a member of HSMIAI?

A: As Travel Tripper is new to Europe, we are new members to HSMIAI. However, I have been involved with the HSMIAI for many years with several different companies.

Q: What do you think is the best thing about HSMIAI?

A: It is so important that we have organisations like HSMIAI to bring this sector together and share our thoughts and knowledge in as many regions as possible.

Q: Are there any activities or projects you think HSMIAI should start up?

A: We would like to see stronger involvement with independent hotels in Europe, as they are the lifeblood of the hospitality industry here. The smaller properties often don't have the same access to resources and useful information as the bigger brands and groups do. Having educational activities that targets this particular group is important.

Q: Describe your perfect weekend.

A: I am a total outdoor junkie, so if I'm not taking part in triathlons or going on Sunday morning cycling trips, I'm probably windsurfing or taking part in some sort of water based activity. After both I love to socialise with family and

friends.

Q: If you were trapped on a desert island, what would you take with you, if you could choose one thing?

A: My surfboard.

Q: What is the title of the book about your life?

A: Can't stop, won't stop!

Q: What is your next travel destination?

A: Tarifa in Spain. Its actually the most southern point of Spain. I've been going to Tarifa for over 25 years, it's amazing. One of the best places in the world to windsurf.

Q: Do you have any special hobbies?

A: Water sports such as windsurfing, standup paddle boarding, and surfing. If the waves aren't great I love cycling and running.

Q: Thank you for your time. Do you have any personal comments?

A: The hospitality sector is constantly evolving and as such, we need as many events and platforms to share our knowledge as possible. The HSMAI has a very important role within this sector, bringing both its members and vendors together so we can listen and learn from each others' experiences.

[HSMAI Region Europe Roadshow](#)


in Madrid Thursday June 1st



HSMAI Region Europe would like to invite you to join us for an educational afternoon and evening in Madrid Thursday 1 June from 4 PM to 7 PM.

The event will take place at Meliá Madrid Princesa. The address is: Calle de la Princesa, 27, 28008 Madrid.

Powered by Eventbrite

Programme for Madrid 1 June:

WHEN	WHAT	WHO
16:00	Welcome by HSMAI Region Europe	

<p>16:15</p>	<p>In today's technology-driven age, customers expect digital communication at every stage of their journey and tailored to themselves individually.</p> <p>Travel operators across the globe are stepping up their game when it comes to expanding to new markets and reaching their current and future target demographics.</p> <p>Niklas Schlappkohl, HSMAI Europe Digital Marketing Advisory Board Chairman, will be covering strategic localization opportunities in new emerging markets.</p>	
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<p>17:45</p>	<p>Roundtable discussions – Session 1</p> <p>Concurrent sessions held by specialists in their field.</p>	
<hr/>		

1. Mobile Dynamics: optimising your website for mobile booking and marketing

Digitalisation has brought choice to consumers. Hoteliers have had to develop multi-channel distribution strategies. The biggest players have developed omni-channel strategies to ensure their customers enjoy a seamless and consistent experience whether they book online through mobile, tablet, desktop or offline in a store or over the phone. This interactive presentation will explore more about how digital technology has changed the way hotel brands connect with guests through a 24/7 relationship both in and out of stay, and from finding a hotel, to checking in, during the stay and after departure.

Rich Tuckwell, VP of Sales and Marketing, Avvio



2. Channel Optimisation- Finding the right channel mix to drive future revenue.

Join us for a discussion on how to effectively optimise your channels to maximise revenue.

Nati Pérez, Business Development Manager, OTA Insight




3. Shifting revenue share from OTA to direct – Strategies to increase direct bookings

Even shifting just a few rooms per day from OTA bookings to direct bookings can make a big impact to your hotel's profits. But how can hotels implement a successful direct booking strategy? There is more to it than simply setting up a hotel website. In this roundtable, we'll talk about key strategies that hotels need to know to boost direct bookings. Specifically, we'll cover website and booking engine optimization, and how to use the same tactics that OTAs use on their own websites to increase bookings. We'll also discuss how digital marketing plays an important role in the sales cycle and how to use it to direct traffic to your own site instead of OTA sites.

John Power, VP of EMEA Sales at Travel Tripper



	<p>4. The Future of Direct Revenue</p> <p>The future of direct revenue and the role of smart technology in the hospitality industry are two of the hottest topics this year. Globally, hotels are searching for solutions to improve sales through their direct channels along with guest experience. With a majority of people booking hotels online, technology has become the ultimate disruptor where hoteliers need to align their strategy to compete fairly. Through this roundtable, Marco van Velzen will share his experience and expertise on the landscape and future of direct revenue and guest engagement by using smart technology.</p> <p>Marco van Velzen, Account Manager Spain, Hotelchamp</p>	
<p>18:05</p>	<p>Roundtable discussions – Session 2</p> <p>A repetition of the above mentioned roundtable session 1, in order to allow participants to cover topics of their own choice.</p>	
<p>18:25</p>	<p>Roundtable discussions – Session 3</p> <p>A repetition of the above mentioned roundtable session 1, in order to allow participants to cover topics of their own choice.</p>	

18:45	Snacks and networking	
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There might be some changes to the programme.

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[HSMAI Region Europe in Barcelona Wednesday May 31st](#)



HSMAI Region Europe would like to invite you to join us for an educational afternoon and evening in Barcelona Wednesday May 31st from 4 PM to 7 PM.

The event will take place at Melia Barcelona Sky. The address is Carrer de Pere IV, 272, 08005 Barcelona.

Powered by Eventbrite

Programme for Barcelona Wednesday May 31st:

WHEN	WHAT	WHO

<p>16:00</p>	<p>Welcome by HSMIAI Region Europe Simon Finne, HSMIAI Region Europe Supporter and CEO at Loopon</p>	
<hr/>		
<p>16:15</p>	<p>In today's technology-driven age, customers expect digital communication at every stage of their journey and tailored to themselves individually.</p> <p>Travel operators across the globe are stepping up their game when it comes to expanding to new markets and reaching their current and future target demographics.</p> <p>Niklas Schlappkohl, HSMIAI Europe Digital Marketing Advisory Board Chairman, will be covering strategic localization opportunities in new emerging markets.</p>	
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John Power, VP of EMEA Sales at Travel Tripper



2. Channel Optimisation– Finding the right channel mix to drive future revenue.

Join us for a discussion on how to effectively optimise your channels to maximise revenue.

Marina Vicente, Director of Business Development – Spain, Portugal and LATAM, OTA Insight



3. Mobile Dynamics: optimising your website for mobile booking and marketing

Digitalisation has brought choice to consumers. Hoteliers have had to develop multi-channel distribution strategies. The biggest players have developed omni-channel strategies to ensure their customers enjoy a seamless and consistent experience whether they book online through mobile, tablet, desktop or offline in a store or over the phone.

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Rich Tuckwell, VP of Sales and Marketing,
Avvio



	<p style="text-align: center;">4. The Future of Direct Revenue</p> <p>The future of direct revenue and the role of smart technology in the hospitality industry are two of the hottest topics this year. Globally, hotels are searching for solutions to improve sales through their direct channels along with guest experience.</p> <p>With a majority of people booking hotels online, technology has become the ultimate disruptor where hoteliers need to align their strategy to compete fairly.</p> <p>Through this roundtable, Marco van Velzen will share his experience and expertise on the landscape and future of direct revenue and guest engagement by using smart technology.</p> <p style="text-align: center;">Marco van Velzen, Account Manager Spain, Hotelchamp</p>	
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18:45

Snacks and networking



There might be some changes to the programme.

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**A big thank you to our partners in
Barcelona:**



travel tripper

h Hotelchamp



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Don't miss Göran Adlén in Stockholm June 8th

HSMAI Region Europe would like to invite you to join us for an educational and fun afternoon and evening in Stockholm Thursday June 8th from 4 PM to 7 PM

Venue: Scandic Continental

Powered by Eventbrite

Programme for Stockholm:

WHEN	WHAT	WHO
16:00	Welcome by HSMAI Region Europe	

16:15

Trend report

Göran Adlén är en av Sveriges främsta framtidsanalytiker och mest eftertraktade föreläsare. Han talar om ledarskap, kommunikation, varumärken och trender och inspirerar allt från små ledningsgrupper till tusentals åhörare.



Att se in i framtiden är inte lätt. Vissa hävdar till och med att det är omöjligt. Men det finns några personer bland oss som kan göra mycket kvalificerade bedömningar av hur framtidens trender och tendenser kommer att se ut. Göran Adlén är en av dessa personer. Han har gjort framtiden till sin specialitet och hjälper dagens verksamheter att vara beredda på morgondagens utmaningar och möjligheter.

Göran Adlén är civilekonom, creative director och reklamare som har arbetat med flera internationella varumärken. I över 13 år var han lärare i marknadsföring och marknadsanalys på IHM Business School, men är sedan 16 år tillbaka en av Sveriges mest efterfrågade föreläsare, utbildare och rådgivare med över 3 000 genomförda föreläsningar i bagaget.

2014 blev Göran Adlén "Årets föreläsare" och fick det prestigefulla Narrenpriset av Svenska Eventakademin. Han har flera gånger blivit nominerad till "Årets talare" och fått hedersomnämning vid "Stora Talarpriset" tre år i rad. När Göran Adlén inte föreläser jobbar han med skräddarsydda utbildningar för företag eller som konsult för både stora och små verksamheter med strategiska framtidsfrågor. Han är även författare till fyra böcker, bland annat storsäljaren "Framtiden är inte vad den brukade vara".

Göran Adlén is one of Sweden's most attractive lecturers. He will share from his new trend report, presented in Stockholm the day before, about the absolute most important trends in the world at the moment. The presentation will be in Swedish.



<p>17:45</p>	<p>Mobile Dynamics: optimising your website for mobile booking and marketing</p> <p>Digitalisation has brought choice to consumers. Hoteliers have had to develop multi-channel distribution strategies. The biggest players have developed omni-channel strategies to ensure their customers enjoy a seamless and consistent experience whether they book online through mobile, tablet, desktop or offline in a store or over the phone. This interactive presentation will explore more about how digital technology has changed the way hotel brands connect with guests through a 24/7 relationship both in and out of stay, and from finding a hotel, to checking in, during the stay and after departure.</p> <p>Rich Tuckwell, VP of Sales and Marketing, Avvio</p>	
<p>18:05</p>	<p>Snacks and networking</p>	

There might be some changes to the programme.

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HSMAI Region Europe Roadshow

HSMAI Europe, in partnership with [Nor1](#), [OTA Insight](#), [Hotelchamp](#), [Travel Tripper](#), [Avvio](#) and other partners will visit many of the European cities focusing on Digital Marketing, Distribution and Revenue Management. The partners may vary from city to city.

We will be visiting the following cities:

CITY	WEEKDAY	DATE
Paris	Wednesday	10 May
Frankfurt – Pre-IMEX	Monday	15 May
Barcelona	Wednesday	31 May
Madrid	Thursday	1 June
Helsinki	Tuesday	6 June
Copenhagen	Wednesday	7 June
Stockholm	Thursday	8 June
London	Tuesday	13 June
Dublin (breakfast meeting)	Wednesday	14 June
Oslo	Tuesday	20 June
Amsterdam		Autumn

Brussels		Autumn
Berlin		Autumn

It is **FREE** to attend for people working directly in the hotel and travel industry.

A big thank you to our partner in Stockholm:




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[HSMAI Region Europe in Helsinki Tuesday June 6th](#)

HSMAI Region Europe would like to invite you to join us for an educational afternoon and evening in Helsinki Tuesday June 6th from 4 PM to 7 PM.

The event will take place at Radisson Blu Seaside. The address is Ruoholahdenranta 3, 00180 Helsinki, Finland.

WHEN	WHAT	WHO
16:00	<p align="center">Welcome by HSMIAI Region Europe</p>	
16:15	<p>Distribution Update: What are the current trends and challenges? What is hot, not and up and coming.</p> <p>Press here to see the members of HSMIAI Region Europe Distribution Advisory Board</p> <p>Nina Nieminen, Director of Revenue management and distribution, Sokos Hotels – SOK Travel and Hospitality Industry Chain Management and Chair of HSMIAI Region Europe Distribution Advisory Board</p>	
17:00	<p align="center">Roundtable discussions – Session 1</p> <p align="center">Concurrent sessions held by specialists in their field.</p>	

	<p>1. Mobile Dynamics: optimising your website for mobile booking and marketing</p> <p>Digitalisation has brought choice to consumers. Hoteliers have had to develop multi-channel distribution strategies. The biggest players have developed omni-channel strategies to ensure their customers enjoy a seamless and consistent experience whether they book online through mobile, tablet, desktop or offline in a store or over the phone. This interactive roundtable will explore more about how digital technology has changed the way hotel brands connect with guests through a 24/7 relationship both in and out of stay, and from finding a hotel, to checking in, during the stay and after departure.</p> <p>Rich Tuckwell, VP of Sales and Marketing, Avvio</p>	
	<p>2. Channel Optimisation – Finding the right channel mix to drive future revenue.</p> <p>Join us for a discussion on how to effectively optimise your channels to maximise revenue.</p> <p>Thierry Collard, Business Development Manager Benelux & Nordic Countries, OTA Insight</p>	
<p>17:20</p>	<p>Roundtable discussions – Session 2</p> <p>A repetition of the above mentioned roundtable session 1, in order to allow participants to cover topics of their own choice.</p>	

17:40	Snacks and networking	
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A big thank you to our partners in Helsinki:

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HSMAI Region Europe in Copenhagen Wednesday June 7th




HSMAI Region Europe would like to invite you to join us for an educational afternoon and evening in Copenhagen Wednesday June 7th from 4 PM to 7 PM.

The event will take place at Scandic Palace Hotel. The address is Rådhuspladsen 57, 1550 Copenhagen.

Powered by Eventbrite

WHEN	WHAT	WHO
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<p>16:00</p>	<p>Welcome by HSMAI Region Europe</p>	
<p>16:15</p>	<p>Distribution Update: What are the current trends and challenges? What is hot, not and up and coming. The HSMAI Region Europe Distribution Advisory Board holds its planning meeting in Copenhagen the same day and you will meet some of the Advisory Board members and we will give you the update.</p> <p><u>Press here to see the members of HSMAI Region Europe Distribution Advisory Board</u></p>	
<p>17:00</p>	<p>Roundtable discussions – Session 1 Concurrent sessions held by specialists in their field.</p>	

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[HEDNA in Dublin June 12-15, 2017](#)

HEDNA's Global Distribution Conference will be held in Dublin, Ireland from June 12-15, 2017.

HEDNA will host Education Tuesday, featuring morning sessions and afternoon workshops on June 13. The conference will be held at the Croke Park Conference Center, guestrooms at the Croke Park Hotel.

HEDNA have given HSMIAI members a special price to attend their conference.

Price: \$395.00 HSMAI Education Tuesday Pass

Price: \$1,195.00 HSMAI Full Three Day Conference Pass

Price: \$995.00 HSMAI Tuesday + Wednesday Two Day Pass

Sign up here for HEDNA:
<https://hedna.site-ym.com/events/EventDetails.aspx?id=962756>

[Webinar: The hotel industry of 2020](#)

Today's hotels are facing an increase in rapidly developing technology and ever more demanding customers. But what do we expect the *guest of 2020* to look like and what *technology system* do hoteliers need to have in order to keep up with the changing guest expectations?

[IDeaS](#) partnered with Revinatate and SiteMinder and surveyed hundreds of leading hoteliers from across the world and asked their opinion on the future of hotel technology and what they thought the industry of 2020 would look like.

To present the research findings, a live webinar was hosted by **Dr. Peter O'Connor** of ESSEC Business School at the beginning of the year. You can now watch the on-demand version at your convenience [here](#).

A condensed summary of findings can also be seen in this cool infographic – [view here](#) (don't forget to zoom in!)

IDEAS™

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