

INSPIRE
NEWS
YOU
hsmai
FUEL
SALES
MARKETING
BENEFIT
KNOWLEDGE
SUCCESS
OPTIMIZE
REVENUE
NETWORKS
CONNECTION
TRENDS
EDUCATION
INSIGHT
IDEAS
PARTNERSHIP
CONTACTS
RESOURCES
RESEARCH
CERTIFICATION
FUELS
YOU

Welcome to the HSM AI Revenue Optimisation Workshop - Jakarta

Benjamin Weinmann

President HSM AI Pacific & Secretary HSM AI Asia Pacific

Also, supporting Indonesia and new chapter startups



HSMai.ORG

FUEL SALES ■ INSPIRE MARKETING ■ OPTIMIZE REVENUE

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THE101
JAKARTA
SEDAYU DARMAWANGSA



 **Revinate**

IDEAS™
A sas COMPANY

GHS Global
Hospitality
Solutions



Why HSM AI?

Education

Latest topics, trends/data, new developments and, challenging the status quo!

Personal Development

Exposure, Reaching out, Mentoring

Collaboration

Networking, Open forums, Round Tables, Industry voice

HSM AI is your association!
We're about enabling your success!!

The Team

Benjamin Weinmann – President, Pacific & Treasurer APAC

Jackie Douglas – President, APAC

Maria Buttery – Vice President, Victoria

Justin Croker – Vice President, Queensland

Bilial Chamsine – Vice President, Indonesia

Joel Robertson – Events Chair, Pacific

Marc Horner – Education Chair, Pacific

CVBS – Appointed Venue Sourcing Partner – **Anthony and Karen Jepson**



The Journey

2014 – The Year of Planning – Setting the Strategic Plan for Growth

2015 – The Year of Execution – Deliver the Strategy

- ✓ Formation and Execution of Educational Roadshows
- ✓ Deliver the regions first ROC event – Singapore, April 22nd
- ✓ Develop more sub-chapters inclusive of Indonesia and New Zealand
- ✓ Create the APAC Revenue Advisory Board
- ✓ Introduce Certifications for Revenue Management
- ✓ Appoint a Venue Sourcing Partner – CVBS
- ✓ Appoint Vice Presidents per State/Country
- ✓ Build a bigger board with a broader skill set

2016 – The Year of Growth and Development





HSMai Revenue Optimisation Workshop - Bali

Class, Training or Workshop

📅 24/03/2015 1:30 PM - 6:30 PM (+0800)

📍 Quest Hotel, Kuta by Aston , Bali 80361



HSMai Networking Event (Prior to No Vacancy...

Class, Training or Workshop

📅 25/03/2015 5:30 PM - 7:00 PM (AEDT)

📍 Sheraton on the Park Hotel, Sydney NSW



Revenue Optimisation Conference ROC Asia

Conference

📅 22/04/2015 9:00 AM - 6:30 PM (+0800)

📍 Raffles City Convention Centre , Singapore 189560

Thank you and Welcome!

Intro to Bilal