



Certified Revenue Management Executive Certification Application

About the Certified Revenue Management Executive (CRME)

The CRME is a prestigious certification in revenue management from the Hospitality Sales and Marketing Association International (HSMAI). Individuals working in revenue management in the hospitality industry, if they meet the minimum qualifications, can take an exam to confirm their knowledge, experience, and capabilities in the field.

The study guide for the exam, which is included in the examination fee, is *The Evolving Dynamics of Revenue Management* published by the HSMAI Foundation in 2015, developed under the leadership of HSMAI's Revenue Management Advisory Boards in Americas, Europe and Asia Pacific.

Benefits of a CRME Designation

The CRME designation is recognition that you are:

- A professional 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 organization.
- Able to maximize revenue opportunities and optimize profits by managing revenue.
- Capable of making informed decisions to accept or reject pieces of business to meet overall organizational goals.
- Proficient at the art and science of revenue management.

How to Become a CRME

The CRME certification program is a two-part process in which you must complete the CRME application to demonstrate your eligibility (minimum points: 50), and then pass an online exam covering the functions performed in revenue management.

CRME applications may be sent to HSMAI University any time throughout the year. Once approved, you may take the online exam at a time of your choosing, as long as it is within twelve (12) months of having your application approved.

Applying for the CRME Designation

Eligibility is determined by four main areas on the application. To qualify, you must have a minimum of 50 points.

Once your application is approved, you will be eligible to take the online exam.

Taking the CRME Examination:

The examination component of the certification consists of an online written examination of fifty (50) questions. You will have sixty (60) minutes to complete the exam. All questions are based on the study guide, *The Evolving Dynamics of Revenue Management: A Comprehensive Revenue Optimization Road Map for Hotel Owners, Operators and Practitioners*.



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I: Applicant Information for Asia Pacific based residents only

In the space below, please provide your primary contact information. HSMAI will use the information provided to contact you regarding your application status and all future communications.

Date of Application:	
Full Name:	
Job Title:	
Employer:	
Mailing Address:	
City, State/Province	
Zip/Postal Code	
Country	
Phone:	()
Fax:	()
Email:	
HSMAI Chapter Name: <small>If Applicable</small>	HSMAI Asia Pacific

II: Professional Experience – Minimum 2 Points/Maximum 10 Points

Candidates must have attained a minimum of one (1) year of verifiable experience in a dedicated revenue management position. Revenue-related experience may include holding positions such as, but not limited to, revenue manager, director of revenue management, director of revenue optimization, director of pricing and revenue, or director of sales or general manager responsible for revenue management functions.

Please include here a link to your bio in LinkedIn or submit a resume with your application:

- First 1 year of experience – 2 points
- Each additional year of experience – 1 point

Job Title	Employer	Dates of Experience	Points
Total Experience Points			

III: On-the-Job Responsibilities for the Last Three (3) Calendar Years – Minimum 3 Points/Maximum 25 Points

Candidates must have some on-the-job responsibilities in revenue management in the last three (3) calendar years.

- Responsible for annual total revenues under \$10m – 3 points
- Responsible for annual total revenues between \$10m - \$25m – 6 points
- Responsible for annual total revenues between \$25m - \$40m – 9 points
- Responsible for annual total revenues over \$40m – 12 points
- Responsible for property size under 250 rooms – 3 points
- Responsible for property size between 250 - 500 rooms – 6 points
- Responsible for property size between 501 - 1000 rooms – 9 points
- Responsible for property size over 1000 rooms – 12 points
- Responsible for 2 - 4 properties – 6 points □ Responsible for 5 - 9 properties – 9 points
- Responsible for 10 or more properties – 12 points
- Responsible for multiple revenue streams (e.g., F&B, golf, gaming, ski, etc.) – 10 points
- Responsible for 1-3 revenue managers/analysts – 6 points
- Responsible for 4 or more revenue managers/analysts – 9 points

Responsibility	Dates of Responsibility	Points
Total Responsibilities Points		

IV: Industry Support Activities – No Minimum/Maximum 10 Points

Candidates must have contributed in some way to the industry.

A. Membership in an Industry Organization

- Member of HSMAI – 2 points per year
- Member of another hospitality industry association – 1 point per year

Association Name	Dates of Membership	Points
Total Membership Points		

B. Leadership in an Industry Organization

- Member of HSMAI Executive Committee or Board at the Regional or Global level – 10 points
- President of an HSMAI professional chapter – 10 points
- Other officer or director of an HSMAI chapter – 5 points per year served
- HSMAI chapter committee member – 2 points per year served
- HSMAI Revenue Management Advisory Board member – 5 points per year served
- President of a chartered HSMAI collegiate chapter – 5 points
- Officer or committee chair of another hospitality industry association – 1 point per year

Association Name	Your Role	Dates of Service	Points
Total Association Service Points			

C. Authoring Published Articles

- Authoring a published article on revenue management – 1 point per article

Article Title	Publication	Link & Date of Publication	Points
Total Publishing Points			

D. Speaking at Industry Programs/Meetings

- Speaking at industry programs and meetings – 1 point per presentation

Presentation Title	Program/Meeting Name	Date of Program/Meeting	Points
Total Publishing Points			

V: Education – Minimum 20 Points/No Maximum

A. Higher Education Coursework

- Post-graduate Hospitality or Business Administration degree (e.g., MA, MBA, MS, PhD) from an accredited institution or university – 30 points
- Post-graduate degree, other than Hospitality or Business Administration, from an accredited institution or university – 20 points
- Bachelor’s degree in Hospitality Administration from an accredited institution or university – 40 points
- Bachelor’s degree, other than in Hospitality Administration, from an accredited institution or university – 30 points □ Associate’s degree in Hospitality Administration from an accredited institution or university – 20 points
- Associate’s degree, other than in Hospitality Administration, from an accredited institution or university – 10 points
- College-level professional development revenue management course from an accredited institution or university – 1 point per completed course

Degree or Course Name	Institution	Dates of Study	Points
Total Higher Education Points			

B. Non-Academic Coursework

- Attendance at the annual HSMAI Revenue Optimization Conference (ROC) – 8 points per conference
- Attendance at an HSMAI chapter revenue management or general education program – 1 point per 60 minute session
- Attendance at an HSMAI University webinar (live or archived) – 1 point per 60 minute session
- Brand-sponsored revenue management training – 8 points per each one-day session
- Completion of a revenue management seminar/workshop – 3 points per each ½ day session

Course Name	Presented By (Organization Name)	Date(s)	Points
Total Non-Academic Coursework Points			

VI: Additional Certification – No Minimum / No Maximum

You may claim 5 points per certification that you hold in certain other related disciplines within the hospitality industry including the Certified Meeting Profession (CMP), Certified Hotel Administrator (CHA), and Certified Hospitality Marketing Executive (CHME).

Certification	Date Awarded	Points
Total Certification Points		

VII: Point Totals

Enter your point totals from each section above.

Section	Total Section Points
Professional Experience	
On-the-Job Responsibilities	
Membership in an Industry Organization	
Leadership in an Industry Organization	
Authoring Published Articles	
Speaking at Industry Programs/Meetings	
Higher Education Coursework	
Non-Academic Coursework	
Certification	
Total Cumulative Points	

VIII: Submission Fee

HSMAI Members:

- CRME Certification Application and Exam: USD\$425

Non-Members:

- CRME Certification Application and Exam including 12 months HSMAI Membership: \$575 USD.

PAYMENT METHOD:

- Pay by Credit Card
- Pay by Invoice

E-Mailing Instructions

Applications must be submitted in English.

Questions?

Program questions can be sent to:

**Kathleen G. Tindell, Program
Director HSMAI University**
ktindell@hsmi.org

Or you can mail the application to:

HSMAI
7918 Jones Branch Dr, Suite 300, McLean, VA 22102
United States of America

Questions about payment types for Asia Pacific based residents:

hsmasecretariat@gmail.com