

OUR CLIENTS

The key to enhancing short- or long-term profitability is to select the right branding positioning and stress sound management principles, this includes the implementation of a strong strategic plan for each individual property.

Every plan incorporates sales, marketing, capital and operating strategies. After approval by the client, SES Hospitality works to ensure these plans are followed through.

BRANDED HOTELS

Your brand is everything.

SES hospitality understands that from signage to service and everything in between, the impression you make must be perfect. Let us handle your:

- Design and Development
- Creative Endeavors
- Sales and Marketing
- Revenue Management
- Food and Beverage
- Human Resources

INDEPENDENT HOTELS

Your intimate lifestyle hotels are in unique Indonesian locations with traveler's experience:

- Thoughtfully Designed Environments
- Unique Amenities
- Technology and Quality of Large Urban Hotels
- Personal Service
- Local Character
- Community Connections

TOOLS THAT PUT YOU IN CHARGE

DRIVE PERFORMANCE WITH OUR HOSPITALITY AND HOTEL MANAGEMENT SERVICES

FINANCIAL AND ASSET MANAGEMENT SERVICES FOR HOTELS AND HOSPITALITY "Partners in Profitability"

OPERATIONAL EFFECTIVENESS

GUEST EXPERIENCE



For more detail info, please visit our website:
SESHospitality.com or you can drop an email to info@SESHospitality.com

SES Hospitality

Consulting and Asset Management Services



The next world will be more local, sustainable and digital.

WELCOME TO SES HOSPITALITY

Consulting and Asset Management Services

ABOUT US

The ultimate goal of **SES Hospitality** is to be an Owner and Guest centric hospitality consulting and management company.

We work closely with our clients to establish and implement operational and financial goals. Our clients enjoy direct, personal attention and service.

We provide both bridge and permanent solutions for gaps in leadership and we help hotel owners to achieve superior top-line revenue performance through sales, marketing, and revenue strategy actions.

We conduct detailed operational assessments and produce action-oriented strategies to deliver long term profitability and improved guest service.



WHO

Background

Prior to launching his own company, Fabrice has been holding executive positions for over 25 years and was last the Director of Operations at Accor Group, a global hospitality player and leader in the region.

He has been a Director of Operations for Accor group for 4 years overlooking 43 properties with multiple brands ranging from premium to economy in both Malaysia and Indonesia.

Earlier in his career, Fabrice was Area GM for Jakarta, animating 22 hotels' network over the region as well as held a variety of General Manager positions and leadership roles with global hospitality firms, including Accor, and Queen Moat House. These roles exposed him to every facet of hotel and food and beverage operations and took him to France, Great Britain, Indonesia and Malaysia.

Fluent in French, English, Bahasa Indonesia, and Italian, Fabrice holds a Master of Business Administration in International Hotel Management from a joint program between Cornell University and ESSEC Business School in France.



Fabrice MINI

OUR SERVICES

POST-COVID19 NEW GUEST SEGMENTATION STRATEGY & PLANNING

From brand positioning, to guest segmentation mapping, E-distribution and reputation assessment.

LEADERSHIP ASSESSMENT / ORGANIZATIONAL MANAGEMENT

Elaborate leadership assessment by developing and implementing relevant KPIs and translate it into format and Standard operating Procedures. Provide support in scanning and sourcing the right managerial talent and address staff ratio.

FRANCHISE CONSULTING

Whether you are seeking to franchise a business, have already started franchising, we have the knowledge and experience to help make your franchise a success. SES Hospitality is one of the preferred and selected operator for Wyndham franchised hotels.



OPERATIONAL ASSESSMENTS, EFFICIENCIES & ORGANIZATIONAL AGILITY

- Profit & Loss analysis
- Property Inspections
- Property Operation Improvement Plans
- Guest Care & Preventive Maintenance Programs
- Labor Development & Expense Controls
- Operational & Capital Budget Planning

HOTEL OPENINGS & TRANSITIONS

Review of product concept and design, technical services, Property improvement Plan, preopening set-up, FF&E procurement

RESTAURANT & THEME PARK CONSULTING

We can help your restaurant and / or your theme park starting from the ground up with basic techniques and standard operating procedures. We can also help to build a marketing program to animate your outlet, while studying the pattern of your consumer behavior and guest flow.

HOSPITALITY BUSINESS INTELLIGENCE, HANDS-ON BRIDGE DIGITAL SOLUTIONS IN OPERATIONS & SALES

SES hospitality's Business Intelligence, "Hotel Dashboard" offers a predefined vision of the hotel data and KPI's based on connectors with different applications such as PMS, POS, S&C, Finance, HHRR, etc., from management software. Acquisitions, Development, Renovations and Re-positioning

