

KIRBY HOSPITALITY SOLUTIONS

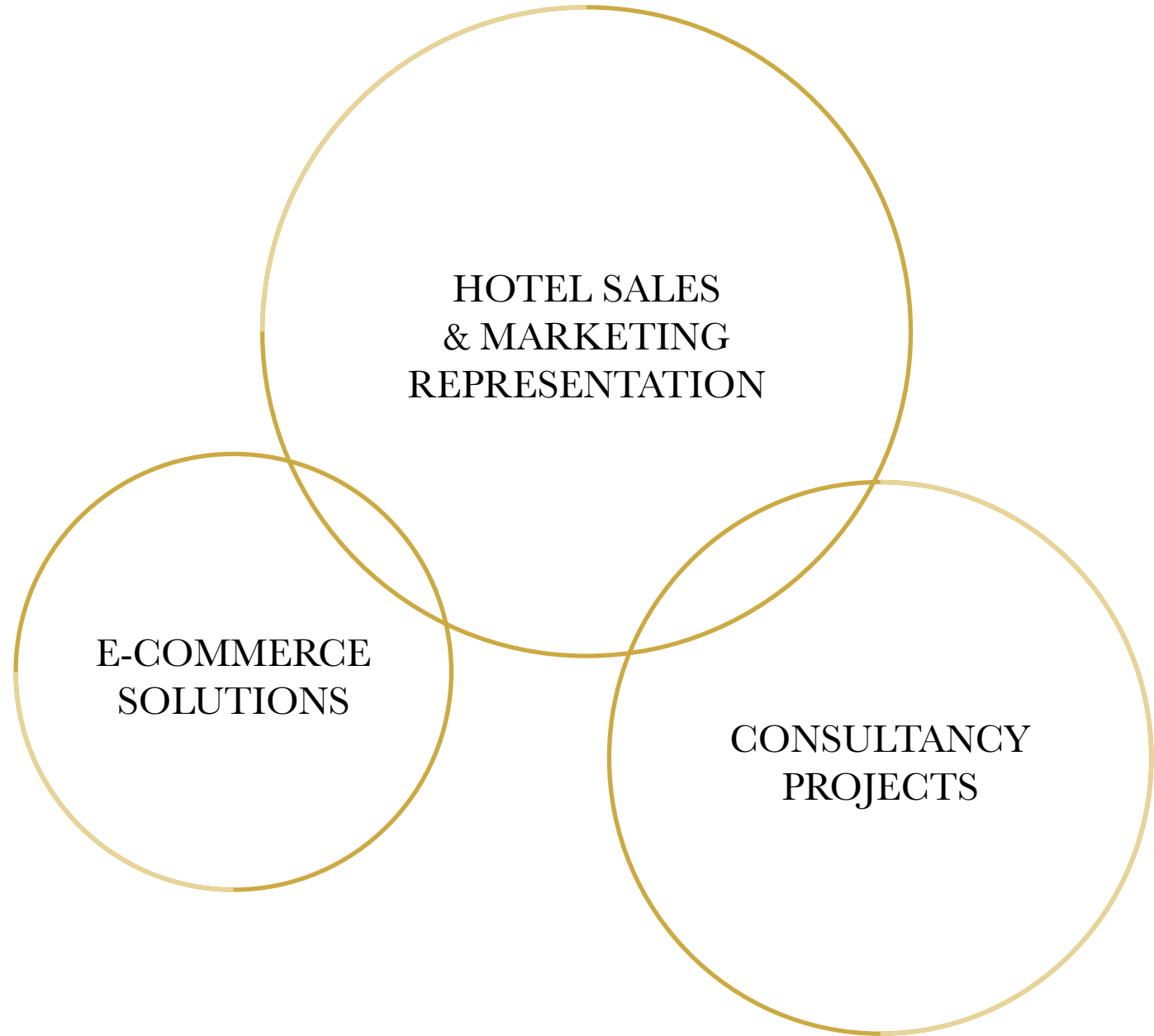
YOUR HOSPITALITY CONSULTING,  
SALES AND MARKETING SOLUTION





KIRBY HOSPITALITY SOLUTIONS

At KHS we offer you 3 business solutions and services in the areas of Representation, E-commerce and Projects & Consultancy.





SALES & MARKETING REPRESENTATION

# HOTEL SALES & MARKETING REPRESENTATION

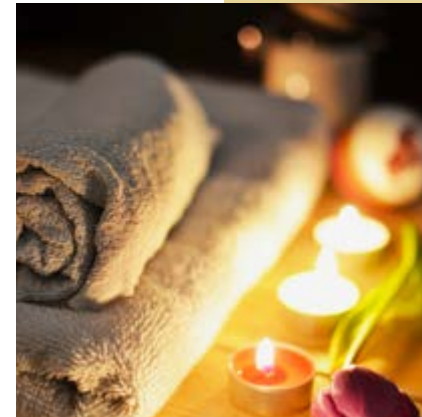
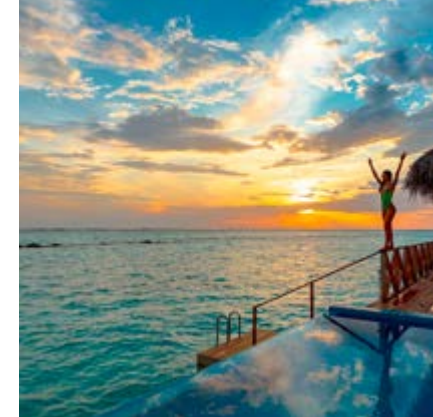




SALES & MARKETING REPRESENTATION

# SALES & MARKETING REPRESENTATION

We are a Representation company who specialises in **promoting Hotels and Resorts, Tourist Boards, Golf Courses and DMC's** providing complete sales and marketing services in key source market and segments.





SALES & MARKETING REPRESENTATION

We can open up a wide range of markets and segments to cover your sales and marketing needs.

Headed by former Hotel & Tour Operator professionals with an abundance of experience, contacts and know-how in sales and marketing.

MARKETS:  
EUROPE  
CANADA

SEGMENTS:  
GOLF  
LEISURE  
WEDDINGS  
MICE  
LUXURY



SALES & MARKETING REPRESENTATION

- Providing complete sales and marketing solutions for the travel industry, we offer a variety of services adapted to suit our clients requirements and budgets.
- Independent hotels, hotel groups and corporate brands choose us because they know that we can provide them with a stronger share of the market.
- Hoteliers can focus and concentrate on managing their properties feeling confident that Kirby Hospitality Solutions are maximizing their sales potential.

# HOW CAN WE HELP YOU



World class sales and marketing



Tour operator and Travel Agent Training



Sales & Marketing Golf Specialist



Contracting



Action with proposed marketing plans



Creation of media campaigns



Public Relations



Consumer and trade shows



Sales calls

## OUR SOURCE MARKETS

UK

SPAIN

PORTUGAL

FRANCE

BENELUX

# OUR CLIENTS

**DUKES**  
THE PALM

**ZAFIRO**  
HOTELS

exclusiveCOLLECTION  
by **LOUIS** HOTELS

**KARISMA**  
HOTELS & RESORTS

**Barceló**  
HOTELS & RESORTS

Elite Island Resorts  
**CARIBBEAN**

**Sun Group**  
HOTELS

**CASA de CAMPO**  
RESORT & VILLAS

**ADH**  
ATELIER DE HOTELES

**vibra**  
hotels

**Magic**  
COSTA BLANCA  
ALOJAMIENTOS MÁGICOS

**Impressive**  
RESORTS & SPAS

**GHL** Hoteles

**East Africa Camps**  
NATURAL LUXURY

**you and us**  
HOTELS working together

**TUKAN**  
HOTELS & BEACH CLUB



SALES & MARKETING REPRESENTATION

# OUR CLIENTS

We proudly  
represent  
**123 Hotels**  
in **19 countries**

## EUROPE

### SPAIN

#### GHL

- Oh Nice Caledonia

#### IMPRESSIVE RESORTS

- Impressive Playa Granada

#### MAGIC COSTA BLANCA HOTELS

- Villa España
- Villa Venecia
- Villa Del Mar
- Villa La Luz
- Magic Natura
- Magic Robin Hood
- Magic Tropical Splash
- Magic Aqua Rock Gardens
- Magic Cristal Park
- Magic Villa de Benidorm
- Magic Atrium Beach
- Magic Atrium Plaza
- BC Music Resort

### VIBRA HOTELS

- H. Vibra Maritimo
- H. Vibra Lei Ibiza
- H. Vibra Vila
- H. Vibra Alagarb
- H. Vibra Bossa Flow
- H. Vibra Mare Nostrum
- H. Vibra Isola
- H. Vibra Marco Polo I
- H. Vibra Marco Polo II
- H. Vibra Piscis
- H. Vibra San Remos
- H. Vibra S'Estanyol
- H. Vibra Riviera
- H. Vibra Cala Tarida
- H. Vibra Blanc Cottage
- H. Vibra Blanc Palace
- H. Vibra Caleta Playa
- H. Vibra Palma Cactus
- H. Vibra Beverly Playa
- A. Vibra Jabeque Dreams
- A. Vibra Jabeque Soul
- A. Vibra Jabeque Blue
- A. Vibra Panoramic
- A. Vibra Tropical Graden
- A. Vibra Lux Mar
- A. Vibra Mogambo
- A. Vibra Tivoli
- A. Vibra Del Mar
- A. Vibra Central City
- A. Vibra Caleta
- A. Vibra Sanan
- A. Vibra San Marino
- A. Vibra Riviera
- A. Vibra Monterrey
- A. Vibra Bay
- A. Vibra Club Maritim

### CASA INDIANA

- Casa Indiana

### ZAFIRO HOTELS

- Zafiro Palace Andratx
- Zafiro Palace Alcudia
- Zafiro Palace Palma Nova
- Zafiro Bahia
- Zafiro Tropic
- Zafiro Mallorca
- Zafiro Can Picafort
- Zafiro Cala Mesquida
- Zafiro Palma Nova
- Zafiro Rey Don Jaime
- Zafiro Menorca
- Can Ribera by Zafiro

### MONTENEGRO

#### KARISMA HOTELS & RESORTS

- Azul Beach Resort Montenegro

### MALTA

#### BARCELO HOTELS

- Barcelo Fortina Malta

### GREECE

#### EXCLUSIVE COLLECTION BY LOUIS HOTELS

- Asterion Suites & Spa
- Once
- King Jason
- Mykonos Theonexia

### TURKEY

#### BARCELO HOTELS

- Barcelo Istanbul





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## CARIBBEAN & MEXICO

### MEXICO

#### ATELIER DE HOTELES

- Atelier Playa Mujeres
- Oleo Cancun

#### KARISMA HOTELS & RESORTS

- Margaritaville Island Reserve Riviera Maya
- Nickelodeon Hotels & Resorts Riviera Maya
- Margaritaville Island Reserve Cancun
- Azul Beach Riviera Resort Cancun
- Azul Villa Casa del Mar
- Azul Villa Esmeralda

#### TUKAN HOTELS

- Aluxes Hotel Merida
- Tukan Hotel Playa del Carmen
- Nina Hotel Playa del Carmen
- Aspira Hotel Playa del Carmen

#### YOU&US HOTELS

- Casona 61
- Unknown Merida
- Ah Xoc Suites
- Sole Suites
- Las Villas Akumal
- Casa Coral Akumal
- Las Nubes Holbox
- Casa Barbara
- Aqua Star
- Quinto Sole
- Matan Ka'an
- Residencias Mahahual

### JAMAICA

#### KARISMA HOTELS & RESORTS

- Azul Beach Resort Negril

### DOMINICAN REPUBLIC

#### CASA DE CAMPO RESORT & VILLAS

- Casa de Campo Resort & Villas

#### KARISMA HOTELS & RESORTS

- Nickelodeon Hotels & Resorts Punta Cana
- Margaritaville Island Reserve Cap Cana
- Margaritaville Island Reserve Cap Cana Wave

### BARBADOS

#### SUN GROUP HOTELS

- Sugar Cane Club
- Savannah Beach
- Time Out Hotel
- Worthing Court
- Bel Jou St Lucia

#### ELITE ISLAND RESORTS

- The Club

### ANTIGUA

#### ELITE ISLAND RESORTS

- St James Club
- Galley Bay
- The Verandah
- Pineapple Beach Club
- Hammock Cove

### SAINT LUCIA

#### ELITE ISLAND RESORTS

- St James Club

### THE GRENADINES

#### ELITE ISLAND RESORTS

- Palm Island



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## AFRICA

### KENIA

#### EAST AFRICA CAMPS

- Olengoti ECO Safari Camp

### TANZANIA

#### EAST AFRICA CAMPS

- Pumzikka Luxury Safari Camp
- Pakulala Safari Camp
- Lukuba Island Lodge

### EGYPT

#### BARCELO HOTELS

- Barcelo Tiran Sharm

## MIDDLE EAST

### UAE

#### BARCELO HOTELS

- Dukes The Palm Dubai by Royal Hideaway
- Occidental Al Jaddaf Dubai

## ASIA & PACIFIC

### MALDIVES

#### BARCELO HOTELS

- Barcelo Whale Lagoon Maldives

### SRI LANKA

#### BARCELO HOTELS

- Occidental Eden Beruwala

### THAILAND

#### BARCELO HOTELS

- Barcelo Coconut Island



SALES & MARKETING REPRESENTATION

# OUR CLIENTS BY MARKET

MARKET	SPAIN	PORTUGAL	FRANCE	BENELUX	UK	CANADA	
ACCOUNT	Casa de Campo Resort & Villas	Casa de Campo Resort & Villas	Casa de Campo Resort & Villas	Casa de Campo Resort & Villas	Dukes The Palm, a Royal Hideaway Hotel	Impressive Resorts	Epic Luxury Safaris
	Elite Island Resorts	Elite Island Resorts	Atelier de Hoteles	Tukan Hotels	Epic Luxury Safaris	Tukan Hotels	East Africa Camps
	Sun Group Hotels	Sun Group Hotels	Tukan Hotels	You & Us Hotels	East Africa Camps	GHL Hotels	Tukan Hotels
	Karisma Hotels & Resorts	Karisma Hotels & Resorts	You & Us Hotels		Magic Costa Blanca	Vibra Hotels	
	Atelier de Hoteles	Atelier de Hoteles			Zafiro Hotels	Exclusive Collection by Louis Hotels	
	Casa Indiana	Casa Indiana				You & Us Hotels	
	Tukan Hotels	Tukan Hotels				Barcelo Hotels	
	GHL Hotels	GHL Hotels					
	You & Us Hotels	You & Us Hotels					



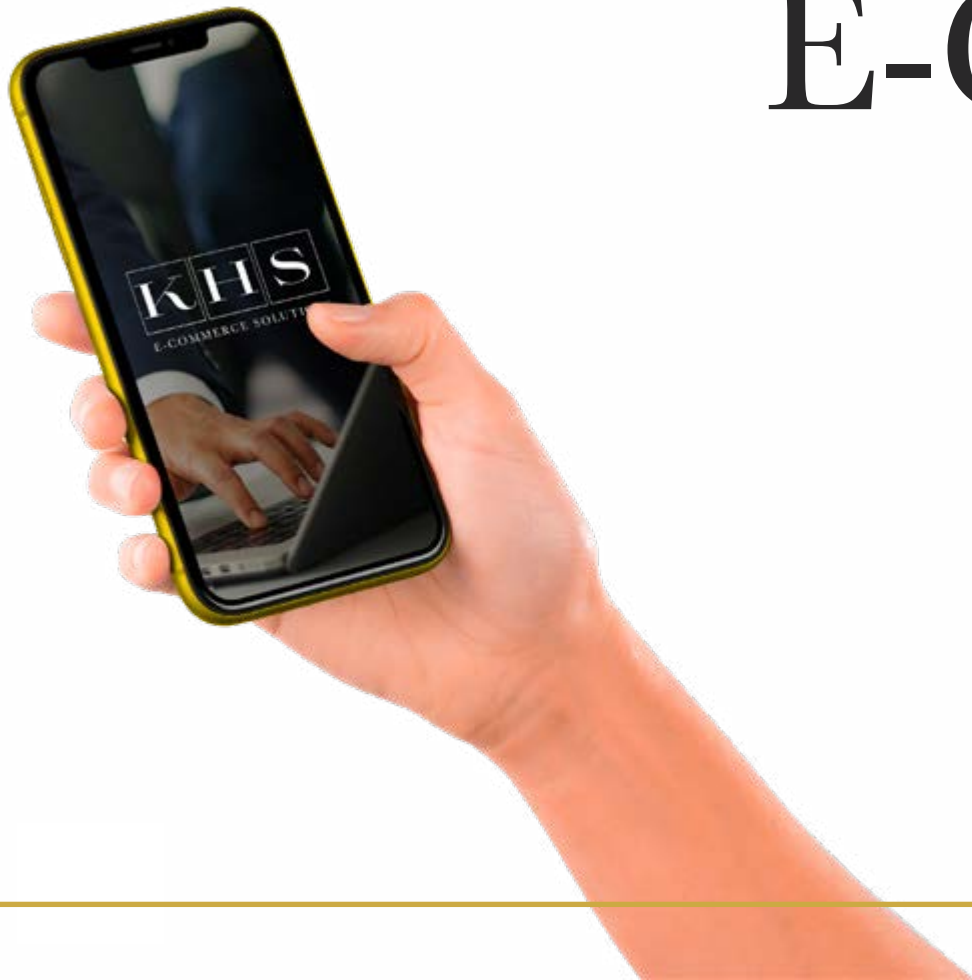
SALES & MARKETING REPRESENTATION



# OUR REACH

- We have an engaged database of over 2,750 travel agents
- 200 Tour Operator decision making contacts.
- We send monthly newsletters to our database with over 35% opening rates and high engagement
- We organize training webinars, promoted to our travel agents database
- Regular sales calls and visits to Operators and Agents
- Coordinated training to operators call centre staff
- Attend Tour Operator and Media travel agent roadshows
- Regular travel agency visits for training with product and brand awareness
- Attend UK trade shows WTM, Unite, Luxpo etc





# E-COMMERCE SOLUTIONS

ESSENTIAL  
FOR YOUR  
HOTEL





The management of **online distribution, digital marketing and revenue tools** is key for generating occupancy and income in hotels.

# WHAT DO WE DO

At KHS  
E-Commerce  
Solutions we  
offer solutions  
with technology,  
strategy, resources  
and management  
so that hotels  
can maximize  
their sales in  
E-commerce.



## OTAs

Channel Manager  
Connectivity  
Account Management



## ONLINE MARKETING

Digital marketing  
Social media  
Email marketing



## SYSTEMS

PMS  
Booking engine  
Channel Manager



## WEB

Web design  
Content management  
Booking engine



## MANAGEMENT

Systems management  
Implement strategies  
Performance Reviews



## CALL CENTRE

Multi language 24/7  
+ Call conversation  
Reservations follow up



## REVENUE

Inventory management  
Improve ADR & REVPAR  
Analysis & Strategy

# OUR CLIENTS 2023-2024

## HOTELS

## TECH COMPANIES



We have the trust of various partners in the management and support of their E-commerce needs by representing 34 Hotels & 5 Tech Companies in 7 different countries.



# PROJECTS & CONSULTANCY

IMPORTANT  
FOR YOUR  
BUSINESS



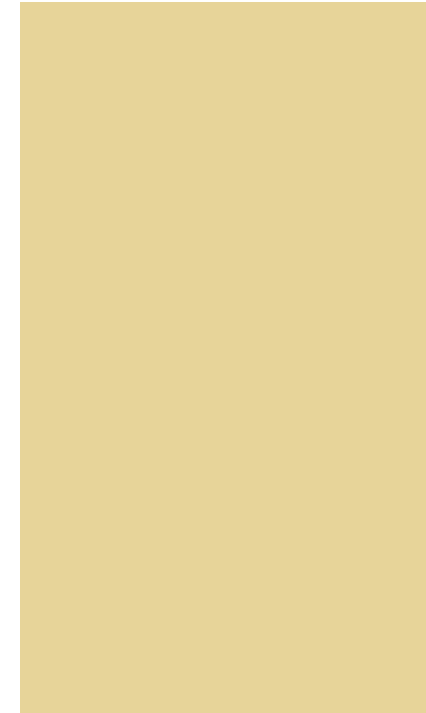
At Kirby Hospitality Solutions, we have experience, contacts and know how to provide Hotel Pre-Opening services, Special Projects and tailor made Consultancy work in Europe & the Caribbean.



**FOR HOTELS, TOUR OPERATORS, DMCS AND  
OTHER SECTORS OF THE TOURISM INDUSTRY**

# PROJECTS & CONSULTANCY

- Market research reports ▪
  - Source of product ▪
  - Source of personnel ▪
- Revision of business plans ▪
  - Hotel de-flag projects ▪
- Introduction to supply and demand sources in the Travel Industry





# HOTEL PRE-OPENINGS - SALES & MARKETING

- Preparation of income budgets by distribution channel, segment and market
- Evaluation of ideal IT systems needed for E-commerce
- Pricing and inventory set up
- Offline and Online contracting
- Preparation and delivery of marketing plan and budget
- Management of E-Commerce systems and online account management
- Set up of Revenue system and processes

# PAST & EXISTING CLIENTS



# KIRBY HOSPITALITY SOLUTIONS – TEAM



**Richard Kirby**  
Founder & CEO



**Jane Tippen**  
Head of UK



**Yolanda Sedano**  
Deputy Director



**Deborah Rixson**  
Business Development  
Director UK



**Elizabeth Rivas**  
Business Development  
Manager – Europe



**Alocha de Alos**  
Project Director  
Europe



**Nadia Gallo P. de Tudela**  
Head of Luxury Europe



**Abraham Bravo**  
Account Manager  
UK



**Yazmin Salgado**  
Project Director  
Latam & Mexico



**Edanny Gomez**  
Business Development  
Manager – Europe



**Akis Schinas**  
Head of Luxury  
UK

Kirby  
Hospitality  
Solutions  
proudly presents  
the team that  
supports your  
business.

Highly  
motivated,  
dedicated and  
experienced  
professionals at  
your service!

# CONTACT US

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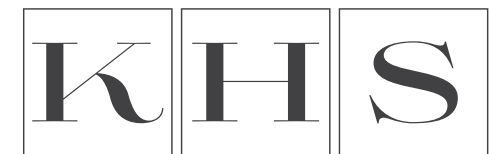
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