



*'We provide the options, you make the choices''*

## **Company Profile**

**Clarion Hospitality** is an integrated hospitality development and operations consultancy company. Our portfolio of clients cover rated hotels and restaurants and SMEs in the hospitality industry across Kenya and other East Africa countries.

**Clarion Hospitality** has development and operations expertise with a wide spectrum, a cutting edge, from choice of location and improvement of property to service delivery and internal control systems. It has proven track record in all aspects of the hospitality business including:

- Feasibility Study and Business Plan for Hospitality Projects
- Hotel and Restaurant Operations Control
- Accounting and tax matters
- Hotel and Restaurants Development/Renovation
- Human Resource Management
- Sales and Marketing
- Revenue Management

### **What Make us leaders in hospitality Consultancy**

- Our team of consultants has had extensive experience in most key aspects of hospitality, which recognize Clarion Hospitality for its commitment to excellence.
- We have consistently maintained our commitment to building long-term relationships with key players in the hospitality industry and most importantly our clients. Our team of experienced professionals has a combined experience of over 20 years in the hospitality industry.

- We provide cooperative operational measures for your business based on national industry best practice standards; we can identify your strengths and weaknesses, and pinpoint areas for improvement.
- We employ effective centralized controls that provide top-notch services yet promote flexibility and encourage employees to develop innovative solutions. Each area of hospitality has differing performance indicators reflective of their operational segment, and we assist in benchmarking specific business whether it is hotel, motel, apartments, entertainment and leisure, Casino, restaurant, or fast food.

## **CONSULTANTS**

### **Team Leaders**

- Mr. Solomon Adede, MBA, CPA(K), CPA(R), CPA(U), Cert. Project Mgt. - (Hospitality Business Analysis and Financial Modeling). He's seen it all, working in every facet of the business from financing new 5 star hotel projects, managing development of new property and operating hotel facility.

Mr. Adede has been the Chief Executive Officer of the owning company (New Century) developing Kigali Marriott Hotel (2009 – 2014), General Manager of Grand Regency Hotel (2006-2009), Chief Finance Officer of the owning company (Goldenleaves) with interests in Sheraton Kampala, Sheraton Addis, Sheraton Djibouti and Sheraton Morocco (2002-2006). He also worked with Block Hotels Management as Group Financial Controller 1993-2001) with more than 12 hotel property in Kenya and Southern Africa.

- Mr. Daniel Oluoch, BA-HMGT, DIP. Hot. Mgt - (Hospitality Resource Analysis and Development). He has a keen eye for details, overseeing the development and implementation of operating systems. In his more than 15 years in the hospitality industry with leading chains, including Nas Airport Services, Dormans Coffee, Sarova Whitesands Beach Resort and Spa and Block Hotels-Nyali Beach. Mr. Oluoch has

worked in various levels of hospitality management, giving him skills he needs to effectively supervise multiple hospitality operations.

### **Other Consultants**

- Mrs. Olgha Adede, PHD Candidate, MBA (Sales and Marketing, Entrepreneurship)
- Mr. Mark Rachuonyo, PHD Candidate, MBA (Hospitality Market Research and Analysis)
- Mr. Hillary Soro, Bcom, CPA (K) – (Hotel Time share and Financial Management)

### **Existing Clients**

- Psys Bar & Restaurants – Nairobi
- Mercury Lounge Bar & Restaurants – Nairobi
- Urban Coffee Shops – Nairobi
- River Café Gigiri/UN – Nairobi
- Que Pasa Bar and Restaurant - Nairobi
- Kigali Marriott Hotel (on-going development)
- Kampala City Smart Hotel (planned development)
- Kigali Sheraton Hotel (planned development)

### **Previous Clients**

- Laico Regency Hotel - Nairobi
- Merica Hotel – Nakuru
- Mombasa Beach Hotel – Mombasa
- Milele Hotels – Nairobi / Mombasa
- Café La Mer – Nairobi
- Nyali Beach Hotel – Mombasa