

WHARF HOTELS

NICCOLO
HOTELS

MARCO POLO
HOTELS

For Immediate Release

RENOWNED REVENUE HOTELIER JOINS WHARF HOTELS CAROL TSAI, GROUP DIRECTOR REVENUE MANAGEMENT & DISTRIBUTION

26 April 2019 (Hong Kong SAR, China) – Revenue management professional, Ms. Carol Tsai, has joined Wharf Hotels as Group Director Revenue Management and Distribution, taking the lead on crafting new strategy for more profitable revenue share across Niccolo and Marco Polo Hotels.



Formerly with Banyan Tree Hotels and Resorts based in Phuket subsequent to her revenue role with Outrigger Hotels and Resorts for Asia Pacific, Carol brings with her a wealth of knowledge in rate analysis, dynamic pricing and OTA management.

"I am delighted to welcome Carol to my team and to the Wharf Hotels family. As a respected sales and marketing leader, Carol introduces her expertise to the luxury corporate and leisure traveller and will provide our hotels with support and direction on new market segmentation opportunities," said Sandy Russell, Vice President Sales and Marketing, Wharf Hotels.

A Masters graduate in Hotel and Food Service Management from Florida International University, Carol completed a stint with Mandarin Oriental Macau before expanding her role into the region.

At leisure, she enjoys traveling, watching new movies, cooking, baking and playing tennis.

About Wharf Hotels

The Spirit of Discovery

Emanating the spirit of discovery, Wharf Hotels, a wholly owned subsidiary of The Wharf (Holdings) Ltd, is based in Hong Kong SAR of China, and currently operates 17 owned or managed hotels under Niccolo or Marco Polo Hotels in China, Hong Kong and the Philippines. Niccolo Hotels was added to the group's portfolio in 2015 as the new luxury collection, positioning the brand as contemporary chic. The Murray, Hong Kong, a Niccolo Hotel, opened in January 2018 as the brand's flagship hotel, with one new Niccolo hotel currently under development in Suzhou, China following successful openings in Chengdu, Chongqing and Changsha. Marco Polo's deluxe hotels in established locations maintain their ethos to explore, discover and experience a destination, drawing on the philosophies of its namesake, Marco Polo: an adventurer, a traveller, an entrepreneur and a connoisseur of culture - just as Marco Polo's modern travellers are today. Further details are available at wharfhoteles.com.

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About Global Hotel Alliance

Global Hotel Alliance (GHA) is the world's largest alliance of independent hotel brands, bringing together more than 30 brands with over 550 hotels in 75 countries. GHA uses a shared technology platform to drive incremental revenues and create cost savings for its member brands. GHA's award-winning loyalty programme, DISCOVERY, provides 14 million members exclusive opportunities to immerse themselves in local culture wherever they travel. For more information, visit globalhotelalliance.com.

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