



Hosborn®

HOTELS & RESORTS REPRESENTATION

Hosborn

We represent, develop, and elevate select hospitality brands eager to expand their commercial presence in key markets.

As such, the Israeli tourism outgoing market enjoys an exponential increase in terms of volume and destinations; this fast development is generating a remodeling of the professional distributors network and other local services suppliers.





United Arab Emirates



Expertise

We combine business mindfulness, commercial expertise, market segmentation and relevant strategies, enticing a sustainable growth and profitability to our clients.

Our core objective is to consistently anticipate, meet, and exceed customer expectations, fostering long-term business loyalty and sustained growth.

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Seychelles

We

Provide in-depth product knowledge of your property to our extensive distribution network

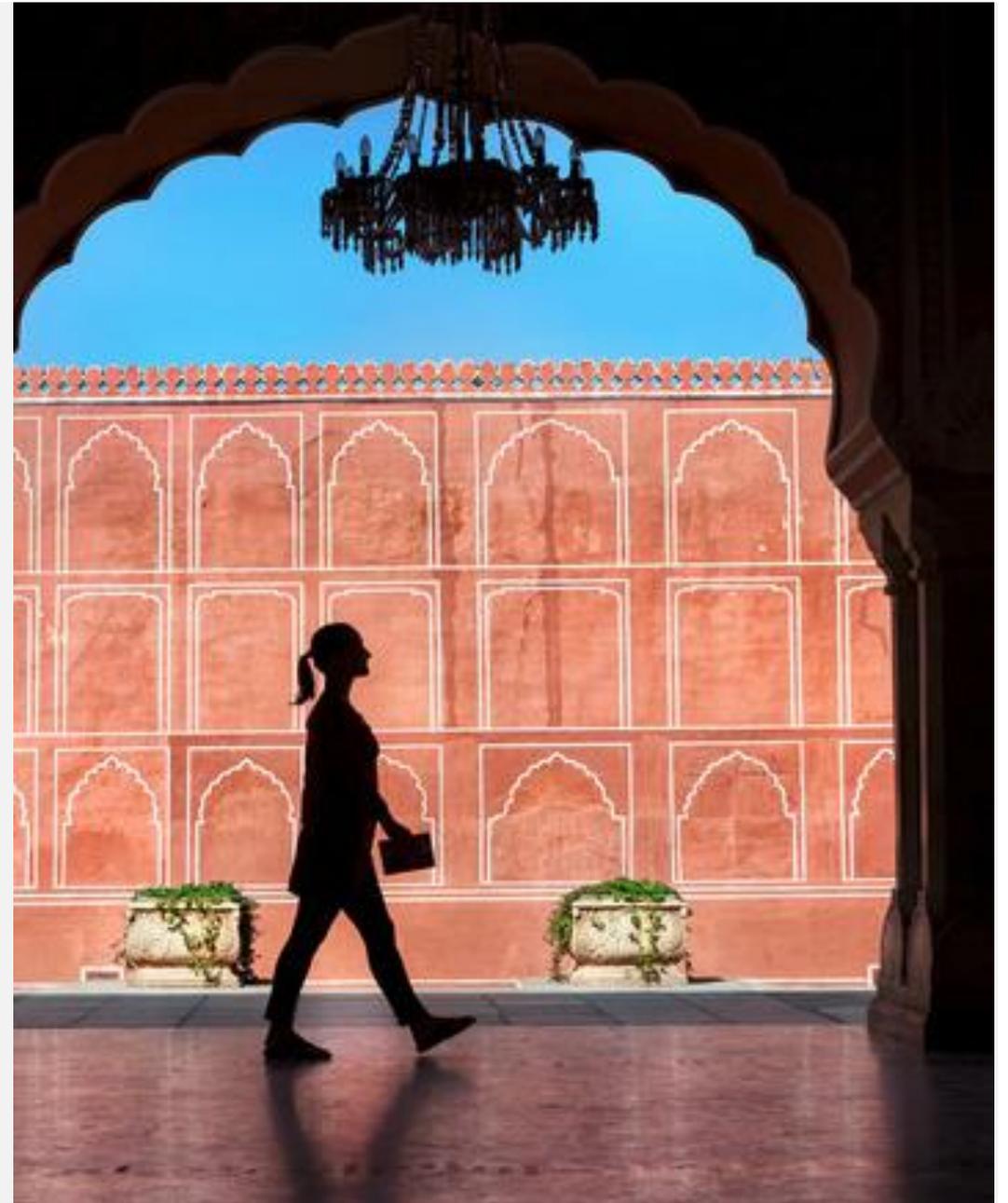
Position your hotel as a leading property within the desired targeted market

Enhance brand and product awareness across the domestic MICE, corporate, and social events sectors.

Establish solid B2B and B2C connections between your property and the relevant market players

Generate valuable leads and ensure you a sustainable financial growth

Ensure consistency and transparency in the commercial services delivered for your brand



Maldives



Key Partners

Collaboration is at the heart of our business. We operate across B2B and B2C channels within the travel industry.

- Travel Agency | Tour Operator | Wholesaler | Bed Bank | Online Travel Agency
- Corporate Client | MICE Agency | Event Production Agency | Event Organizer
- National & International Airline | Tourism Board | Destination Management Company
- Influencer | Conciergerie | Private Client | Media

Establishing sustainable relationships with our clients and partners based on expectations, reliability and transparency is key success factor for us when representing you.





Morocco

Portfolio (partial)


ATLANTIS
THE PALM, DUBAI




ATLANTIS
THE ROYAL
DUBAI




MAZAGAN
MADAGASCAR



One&Only
ROYAL MIRAGE



One&Only
THE PALM



One&Only
PORTONOVI



One&Only
LE SAINT GÉRAN



One&Only
REETHI RAH



One&Only
NYUNGWE HOUSE



One&Only
GORILLA'S NEST



One&Only
CAPE TOWN




CONSTANCE
PRINCE MAURICE
MAURITIUS




CONSTANCE
EPHELIA
MAHÉ, SEYCHELLES




CONSTANCE
HALAVELI
MAURITIUS




CONSTANCE
BELLE MARE PLAGE
MAURITIUS




CONSTANCE
LEMURIA
PRASLIN, SEYCHELLES




CONSTANCE
MOOFUSHI
MALDIVES




CONSTANCE
TSARABANJINA
MADAGASCAR




CONSTANCE GOLF




Mauritius




Paradise Hotel
MAURITIUS



Mauritius

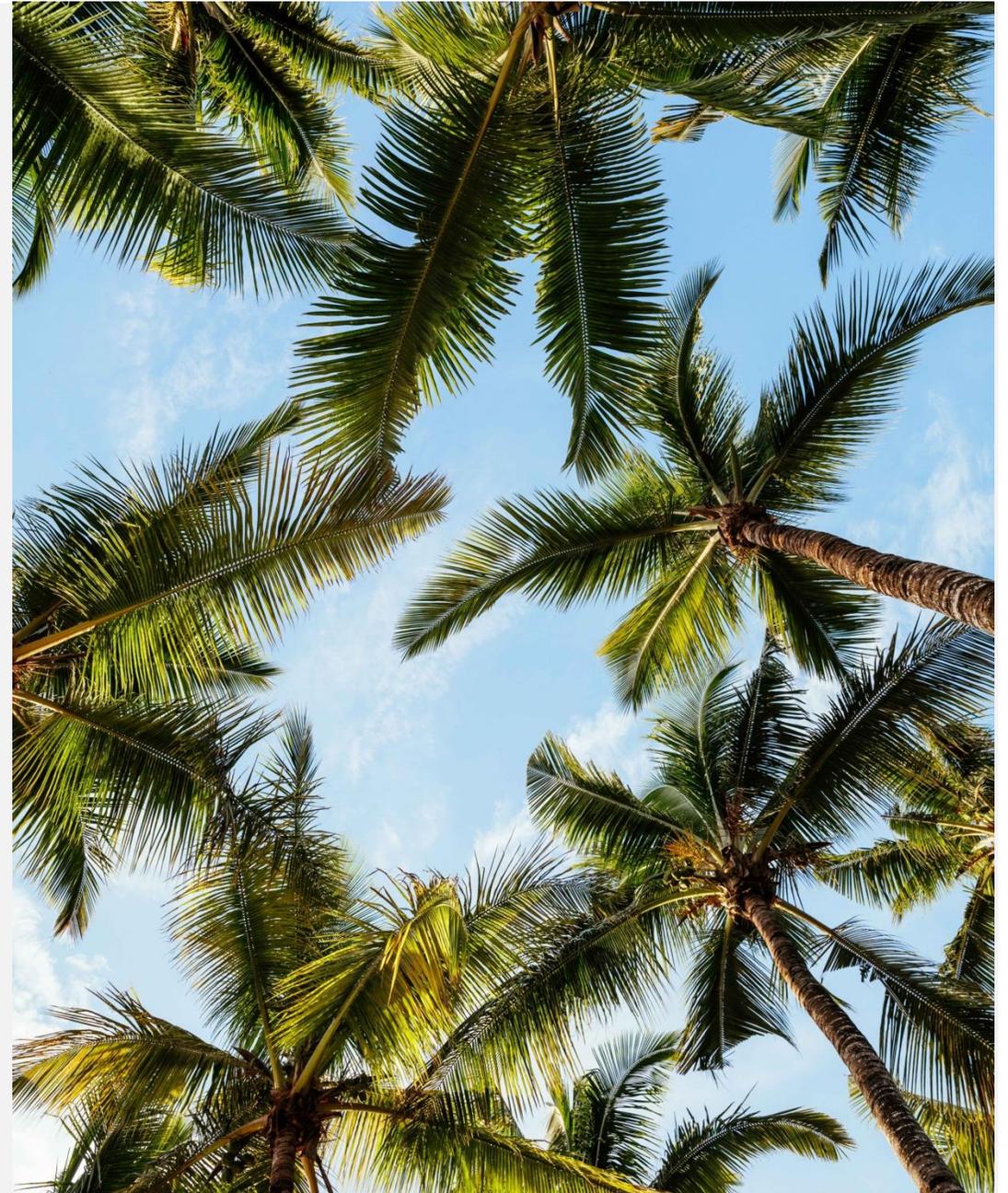


Solutions

We offer a 360 solution with an integrated range of expertise, services and a transparent pricing structure.

- Sales
- Marketing
- Public Relation
- Consulting

Our tailor-made approach and targeted business strategy, allows us to precisely identify your needs, while optimizing your requirements and budget.





Montenegro



Sales

With our deep understanding of luxury travel trends, we strategically position your product, services, and experiences in the Israeli market.

- Sales representation
- Strategic sales calls for leisure, corporate and wholesales
- Organizing site inspections and escorted FAM trips.
- Hosting product training sessions and webinars
- Product and destination training
- Events, roadshows, trainings and workshops engineering
- Brochure and webspace insertion with trade partners
- Contracting and commissioning negotiation
- Booker's sales incentive and retention program
- Tradeshow participation and representation
- Building strong industry connections and strategic market positioning
- Commercial report
- Strategic and tactical plan



South Africa

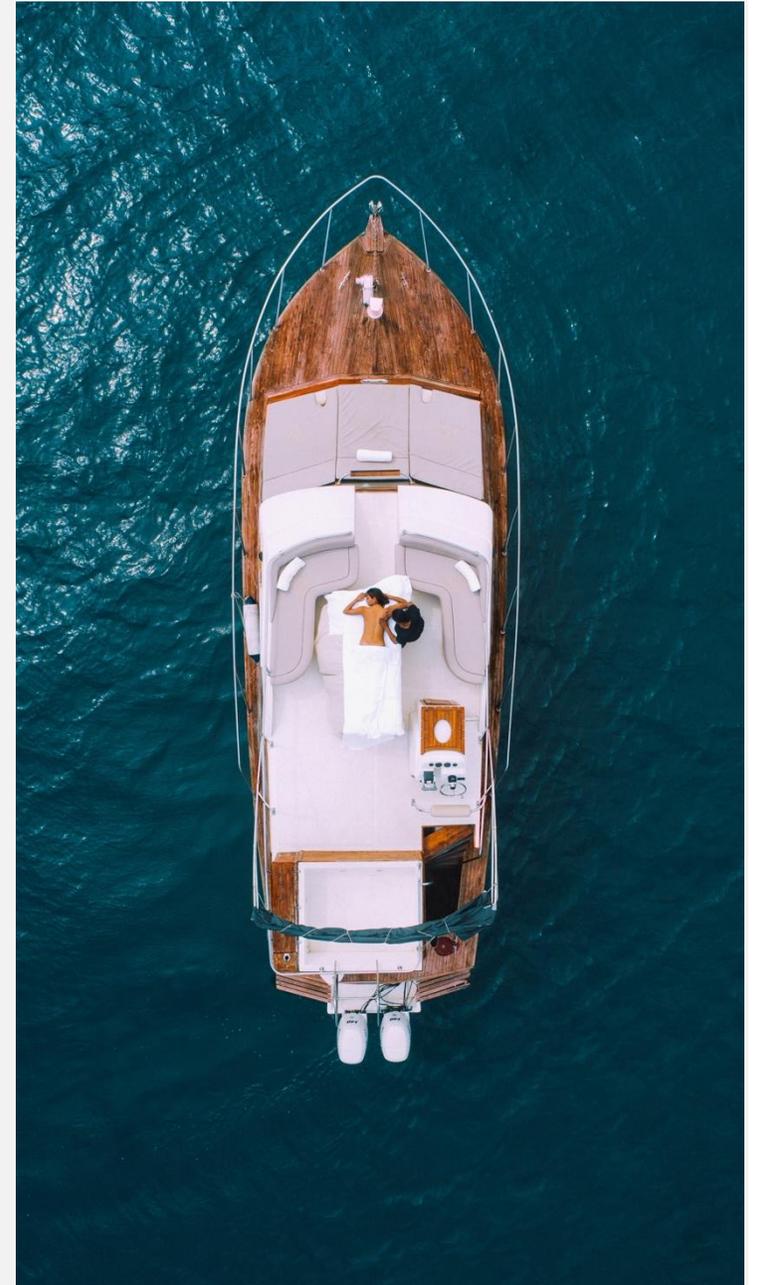
Marketing

We craft realistic and achievable local strategies aligned with your business focus, intentions and capacity.

Our primary goal is to position your property effectively within the local consumer market by refining its image, defining its unique value, and driving demand through an active commercial network.

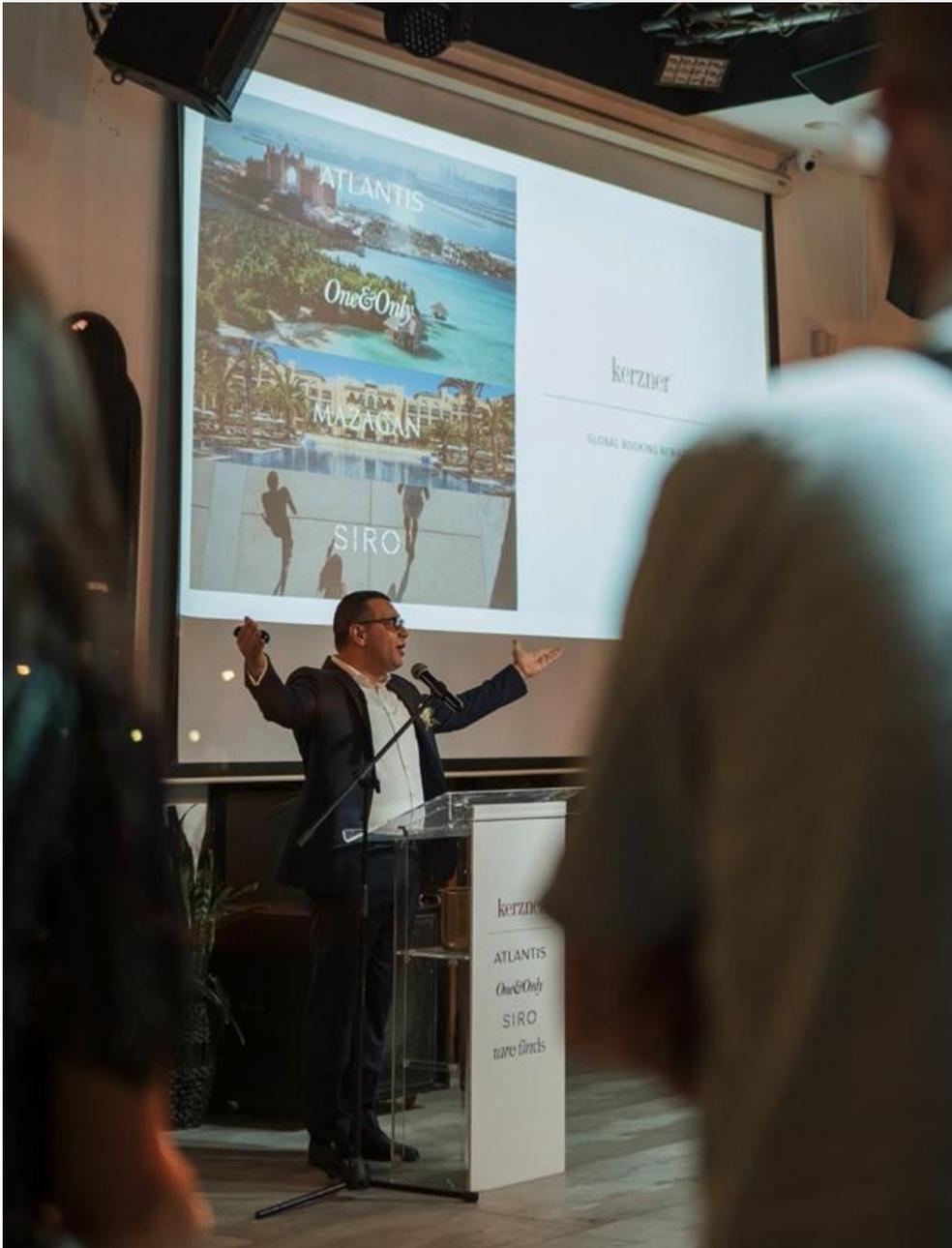
- Strategic partnerships by key industry segments
- Tailored marketing plans and strategic initiatives.
- Social media coverage on selected platforms
- Dedicated section on Hosborn website
- Product and destination development
- Market intelligence and benchmarking
- Translation of marketing materials into the local language.
- Communication plan and product positioning
- Selected press trip organization
- Local e-commerce and social media strategy

Hosborn®





Greece



Public Relation

We are in the travel industry for more than two decades and have built up powerful relationships with the press and media.

From bespoke PR campaigns to exclusive events, we have the expertise to meet your needs and secure targeted media exposure.

- Press releases edition and distribution
- Crisis communications
- PR concepts & story telling
- Press trip organization and coordination
- Arranging client interviews and producing advertorial content
- Event planning, organizing and production
- Securing placements in key media outlets.
- Product and destination launch



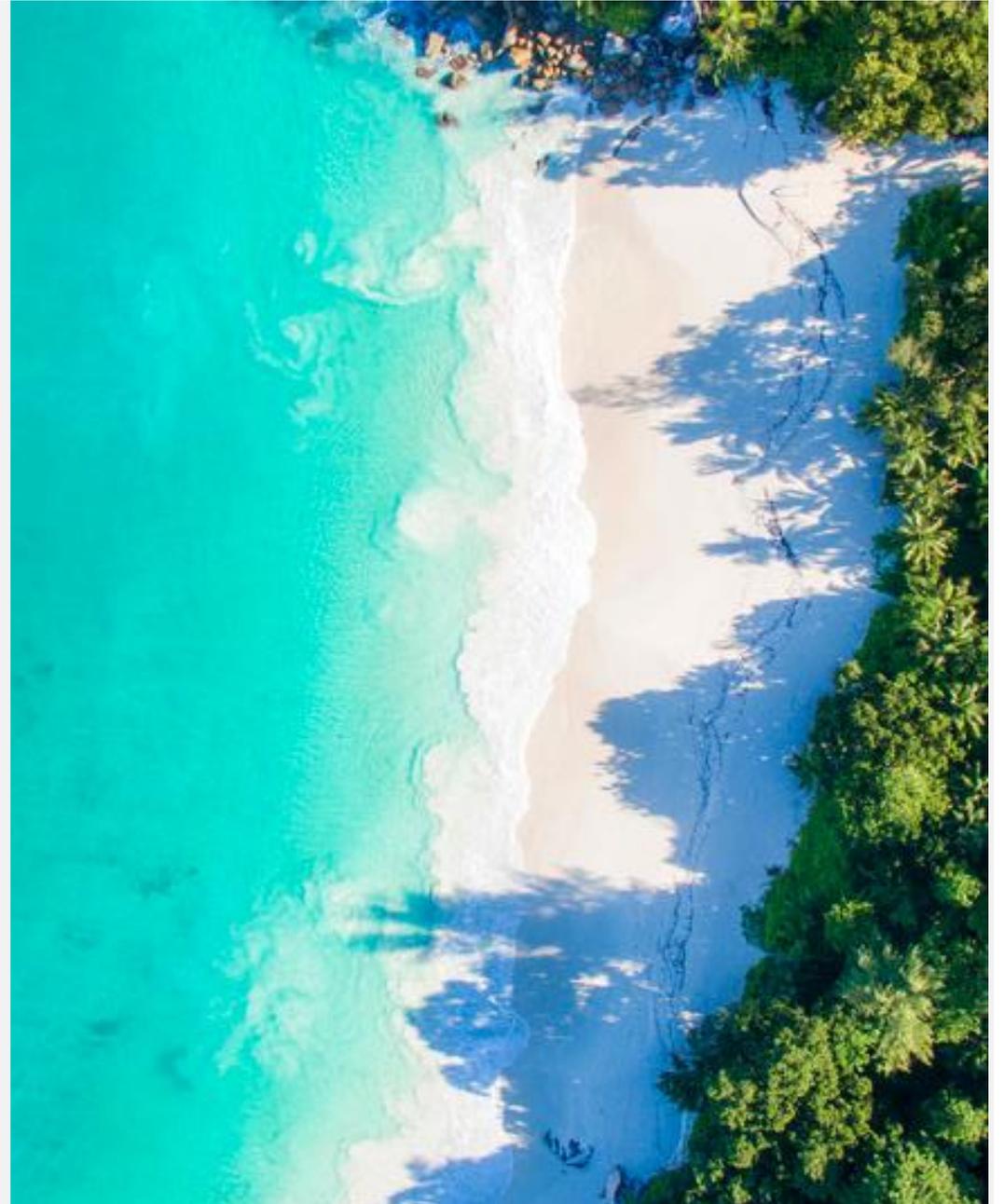
Rwanda

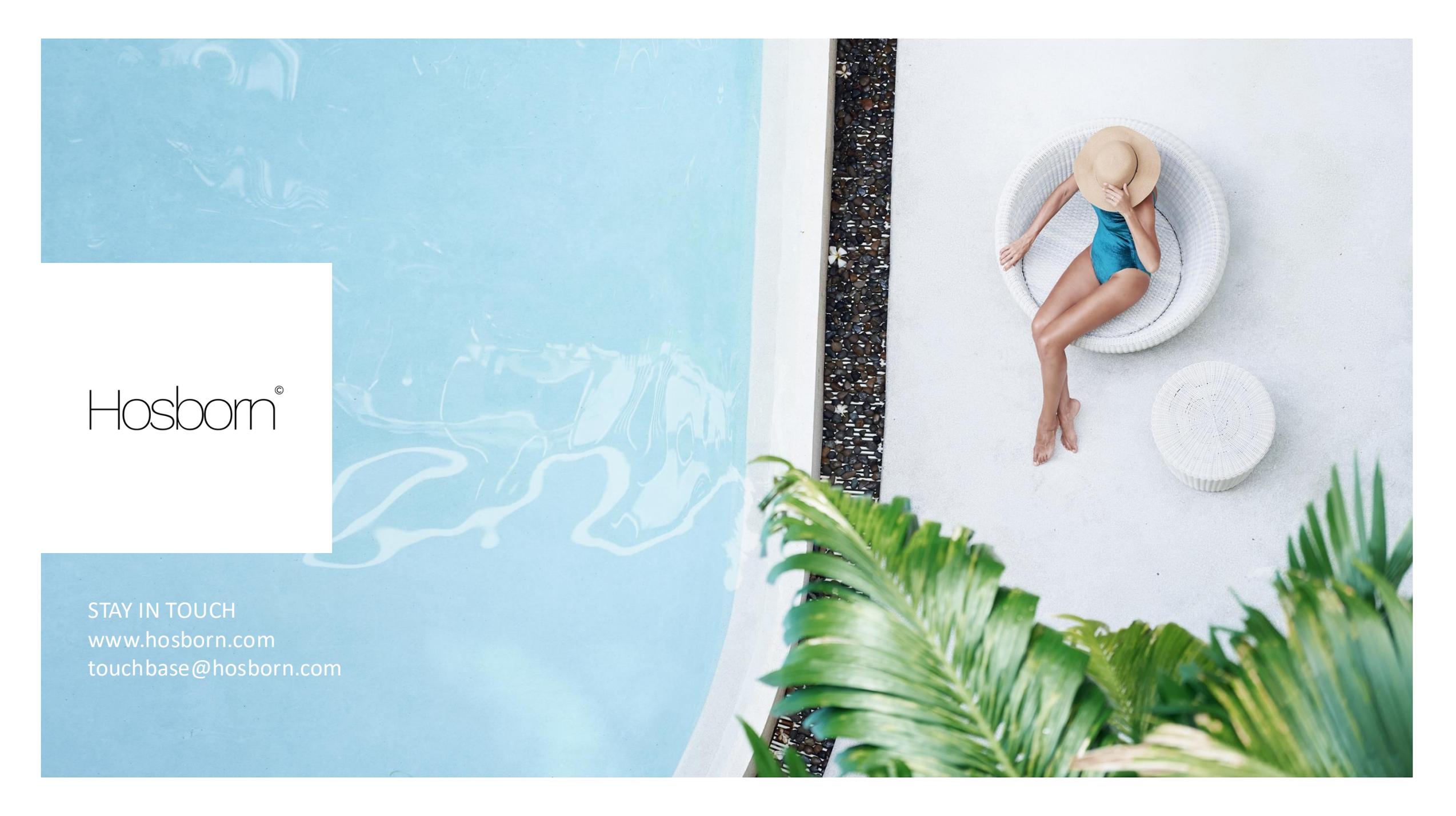
Consulting

Hosborn offers a full suite of à la carte consulting and project management services for hotel owners, developers, and operators.

We focus on a fundamental and sustainable approach in the way your hotel is commercialized and positioned on selected markets.

- Market research
- Competitor set analysis
- Performances benchmarking
- Development pipeline
- Strategic sales & marketing plans
- Travel trade intelligence
- Connectivity solutions
- Recruitment consultancy



An overhead photograph of a woman in a teal one-piece swimsuit and a wide-brimmed straw hat, sitting in a white wicker chair on a light-colored patio. A matching white wicker ottoman is positioned next to her. To the left is a swimming pool with clear blue water. In the foreground, there are large green tropical plants. The overall scene is bright and summery.

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STAY IN TOUCH
www.hosborn.com
touchbase@hosborn.com