

Administration

Newmark Hotels (Pty) Ltd
Reg No 2007/006292/07

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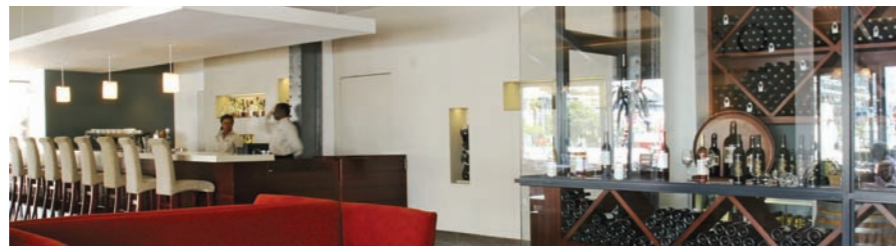
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Newmark Hotels is committed to realising worth through investing resource, reputation and resolve across a diverse product range that shares singular competitive excellence.



Introduction

In pursuit of its purpose Newmark Hotels provides hotel management with a single-minded credo applied across all our stakeholders: respect and the realisation of worth. Our adherence to this credo has grown from our experience in the hospitality industry.

Experience

More than thirty years managing hotels that include the Ambassador Hotel, the Victoria & Alfred Hotel and Dock House Boutique Hotel & Spa has resulted in a highly successful business model. Success has earned Newmark Hotels both the well deserved respect of industry and the confidence to pursue new challenges in realising the worth of hotel properties in partnership with owners.

Our experience in running a number of Cape Town's finest hotels has allowed us to develop significant expert capabilities in the areas of Operational and Financial management. The market awareness enjoyed by our current portfolio of properties is in large part due to the efforts of our Sales and Marketing team at both a national and an international level. Currently the Victoria & Alfred Hotel continually achieves the highest average room occupancy on a yearly basis, this is due to prudent financial and operational management and an aggressive sales and marketing strategy. Our focus on offering world class cuisine in our restaurants has rewarded Newmark Hotels with a number of notable accolades, particularly for the Salt Restaurant & Bar.

Shared Values

Newmark Hotels thrives on the diversity of the people that make it a winning team. This diverse team is given cohesion by living shared values:

- We RESPECT those we serve and ensure through our actions that we deserve their respect in return.
- We are COMMITTED to the pursuit of excellence and work best with those that share our commitment.
- We believe in applying CARE to everything we do, from planning through execution to the evaluation of achievement and, especially, to people.
- We believe in the delivery of WORTH, financial, human and humane.

Meaningful Difference

Ultimately we believe that it's what you take home with you that makes us different. Whether you are a guest taking home an unforgettably positive experience, or one of our team taking home the realisation of opportunity, or whether you are a business partner taking home return on investment, we want you to feel a sense of worth.

What We Offer

A complete hotel management function including operations, marketing, human resources, information technology, finance and revenue management. More important, functionality is driven by a leadership team of proven capability:



Fran Herschelle, Group Human Resources Manager

"Creating a place that brings out the best in people"

Fran joined the executive team in 2004 and set about creating a winning and caring culture across the group. Her responsibilities include human resource administration, industrial relations, selection and recruitment, training and development, employment equity and BEE. Her focus is to create a sense of certainty that enables people to realise potential.



Neil Markovitz, Managing Director

"Replace IF with YES"

Neil joined the group in 1989. He has been the General Manager of both the Victoria & Alfred Hotel and the Ambassador Hotel. Neil's main focus is to continually recognise and foster the enormous wealth of talent within the group, ensuring that purpose is shared, values are lived and that leadership is by example.



Andy Nold, Operations Director

"Achieving the best without compromise"

Andy joined in 1993 as General Manager of the Ambassador Hotel. He was instrumental in upgrading the Ambassador to four star status as well as in building the Ambassador Executive Suites. He has been integrally involved in the refurbishment of the Victoria & Alfred Hotel and in the building of the Dock House Boutique Hotel & Spa. Andy sets the standard by serving as mentor and guide to the group's hotel managers, as well as heading marketing, sales, revenue management and procurement.



Selwyn Veley, Director

"Creating profit through experience"

As a group director since 1984, Selwyn's wealth of experience provides valuable insight into governance, financial management and accounting. His focus is on ensuring clients' return on investment through feasibility studies, planning, organising and implementation.



Yamel Uribe, Group Financial Manager

"Achievement requires personal commitment"

Yamel joined the group in 1998. He oversees, manages and controls financial tasks and projects across the portfolio. By providing the leadership and the managers in the group with insightful information he empowers them to give full expression to their commitment.



Lina Nel, Sales and Marketing Manager

"Ubuntu - we are people through other people"

Lina joined Newmark Hotels in December 2008 and currently heads up the dynamic Sales and Marketing team. Lina has 12 years of marketing experience in the hospitality industry. Her approach to the sales process is distinctly results driven and Lina has a particular interest in developing cutting edge marketing strategies that are based on new and innovative online technologies.



Michelle Ramsay, Group Revenue Manager

"We learned that to be memorable you have to be different"

Michelle joined the Victoria & Alfred Hotel as Front Office Manager in 2002. She assisted in developing and guiding a dedicated team that instilled a winning culture, motivating individuals to maximize their potential in the group. Her ability to set challenging goals and motivate their achievement saw her promoted to Group Revenue Manager in 2008.