
Re: F&B RevMAX slides

From FORRESTER Steven <Steven.FORRESTER@swissotel.com>

Date Tue 9/24/2024 1:17 PM

To KANNAN Jayesh <Jayesh.Kannan@swissotel.com>; David DELACRUZ <David.DelaCruz@swissotel.com>; Mariangela SILVESTRE <Mariangela.Silvestre@swissotel.com>; Yutaka MORIZONO <Yutaka.Morizono@swissotel.com>

 1 attachment (152 KB)

F&B Insight meet - 2024.pptx;

Team,

After some feedback, what else would you add in?

Angela/ David- would require you to have input on marketing and events pages.
-perhaps promo activity/ discounted offers etc.

Morizono, would require you to have input on snapshot and opportunities.

Jayesh, would appreciate your support in focusing on revenue generation, rather than simply being reactive.

Will need to ensure the meeting is kept on track and leave room for discussion as the outlet managers will take some time getting used to.

Also conscious that everyone has multiple meetings to prepare for, so don't want to overload it.

Appreciate you're advice before I work with Shane on final.

Thanks,

Steve.

From: KANNAN Jayesh <Jayesh.Kannan@swissotel.com>

Sent: Tuesday, September 24, 2024 12:00 PM

To: FORRESTER Steven <Steven.FORRESTER@swissotel.com>; David DELACRUZ <David.DelaCruz@swissotel.com>; Mariangela SILVESTRE <Mariangela.Silvestre@swissotel.com>

Cc: Shane EDWARDS <Shane.Edwards@swissotel.com>

Subject: Re: F&B RevMAX slides

Thanks Steven!

Best Regards,
Jayesh

From: FORRESTER Steven <Steven.FORRESTER@swissotel.com>

Sent: Tuesday, September 24, 2024 11:59 AM

To: KANNAN Jayesh <Jayesh.Kannan@swissotel.com>; David DELACRUZ <David.DelaCruz@swissotel.com>; Mariangela SILVESTRE <Mariangela.Silvestre@swissotel.com>

Cc: Shane EDWARDS <Shane.Edwards@swissotel.com>

Subject: Re: F&B RevMAX slides

Hi Jayesh,

Thanks for the follow up.

I will work on them this week.

Will include the restaurant managers in the comms as discussed also.

Kind regards,

Steve.

From: KANNAN Jayesh <Jayesh.Kannan@swissotel.com>

Sent: Tuesday, September 24, 2024 11:01 AM

To: FORRESTER Steven <Steven.FORRESTER@swissotel.com>; David DELACRUZ <David.DelaCruz@swissotel.com>; Mariangela SILVESTRE <Mariangela.Silvestre@swissotel.com>

Cc: Shane EDWARDS <Shane.Edwards@swissotel.com>

Subject: Re: F&B RevMAX slides

Dear All,

May I please check who is looking into making changes and if it has already been made.

Regards,
Jayesh

From: KANNAN Jayesh <Jayesh.Kannan@swissotel.com>

Sent: Thursday, September 19, 2024 11:35:26 AM

To: FORRESTER Steven <Steven.FORRESTER@swissotel.com>; David DELACRUZ <David.DelaCruz@swissotel.com>

Cc: Shane EDWARDS <Shane.Edwards@swissotel.com>; Mariangela SILVESTRE <Mariangela.Silvestre@swissotel.com>

Subject: Re: F&B RevMAX slides

Hi All,

Thank you for your time today.

Attached is the presentation for corrections. Pressing issue is that Empress does not have anything selling for dinners. Please help fix this urgently on ikyu.

Best Regards,
Jayesh

From: FORRESTER Steven <Steven.FORRESTER@swissotel.com>

Sent: Thursday, September 19, 2024 1:36 PM

To: KANNAN Jayesh <Jayesh.Kannan@swissotel.com>; David DELACRUZ <David.DelaCruz@swissotel.com>

Cc: Shane EDWARDS <Shane.Edwards@swissotel.com>; Mariangela SILVESTRE <Mariangela.Silvestre@swissotel.com>

Subject: Re: F&B RevMAX slides

 [Minutes from revMax.docx](#)

Please find attached notes,

Has been a positive couple of weeks, finding traction and improvements thus far.

Kindest Regards,

Steve.

From: KANNAN Jayesh <Jayesh.Kannan@swissotel.com>

Sent: Thursday, September 19, 2024 1:29 PM

To: David DELACRUZ <David.DelaCruz@swissotel.com>

Cc: Shane EDWARDS <Shane.Edwards@swissotel.com>; FORRESTER Steven <Steven.FORRESTER@swissotel.com>; Mariangela SILVESTRE <Mariangela.Silvestre@swissotel.com>

Subject: Re: F&B RevMAX slides

Hi All,

Lets also go through all the discussions of last meeting just to make sure we are all on the same page.

Regards,
Jayesh

From: KANNAN Jayesh <Jayesh.Kannan@swissotel.com>
Sent: Wednesday, September 18, 2024 2:19:09 PM
To: David DELACRUZ <David.DelaCruz@swissotel.com>
Cc: Shane EDWARDS <Shane.Edwards@swissotel.com>; FORRESTER Steven <Steven.FORRESTER@swissotel.com>; Mariangela SILVESTRE <Mariangela.Silvestre@swissotel.com>
Subject: Re: F&B RevMAX slides

Hi David,

Yes, it could be booking challenges or challenges in updating etc. Or issues with certain channels.

The meeting is tomorrow. So do update if you have something.

Best Regards,
Jayesh

From: David DELACRUZ <David.DelaCruz@swissotel.com>
Sent: Wednesday, September 18, 2024 5:42 PM
To: KANNAN Jayesh <Jayesh.Kannan@swissotel.com>
Cc: Shane EDWARDS <Shane.Edwards@swissotel.com>; FORRESTER Steven <Steven.FORRESTER@swissotel.com>; Mariangela SILVESTRE <Mariangela.Silvestre@swissotel.com>
Subject: Re: F&B RevMAX slides

Hi Jayesh,

I will create a EDM schedule for tablecheck after getting the information from the managers about the timeline of the menu. They will complete that by next week.

As challenges you mean why some people might not book in that specific channel? Or challenges when updating and keeping them going?

Will update you on next week meeting if I find any!

David

From: KANNAN Jayesh <Jayesh.Kannan@swissotel.com>
Sent: Wednesday, September 18, 2024 2:44 PM
To: David DELACRUZ <David.DelaCruz@swissotel.com>
Cc: Shane EDWARDS <Shane.Edwards@swissotel.com>; FORRESTER Steven <Steven.FORRESTER@swissotel.com>; Mariangela SILVESTRE <Mariangela.Silvestre@swissotel.com>
Subject: F&B RevMAX slides

Hi David,

Please share the plans for EDMs for the next 30-45 days. Also, please share challenges if any with regards to the online channels in a couple of slides. Please share it with me by tomorrow morning.

Best regards,

JAYESH KANNAN

ジェイエッシュ カナン

Director of Revenue Management

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