



# HOTEL MANAGEMENT COMPANY

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SOPHOS HOTELS SA is a Swiss company which is active in hotel expertise and management, in Europe, Central Asia, Russia and CIS countries. Private and independent, Sophos Hotels works on behalf of private and institutional investors.

The know-how of Sophos Hotels is based on the broad and extensive experience acquired around the world and gained during 30 years of experience in the field of Operations, Trainings, Consultancy, Strategic Development, Hotel Real Estate, Asset Management, Financial Projections and Analysis.

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## THE SWISS HOSPITALITY EXPERTISE

Our commitment to customer satisfaction is foremost. The engaged team with its multiple cultural background is dedicated to provide exceptional service and product. Efficiency, quality, reliability and loyalty are our promises.

The recognition of Sophos Hotels is wide. Member of Swiss hotels association, officially accredited hotel advisor for the main Swiss banks, acknowledged as hotel expert by key industry players in Europe, associated with Ecole Hôtelière de Lausanne graduates.

Our mission is to provide high Swiss quality service customer oriented with focus on the optimal return on investments.

We aim to establish a long-term successful partnership with Owners and Brands assuring in the same time exceptional guests' experience and superior working environment for employee.

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## SOPHOS HOTELS SA – KEY SERVICES



### Hotel Management

Sophos Hotels' team take charge of all the operational management of your activity. We perform annual budgets, marketing and reinvestment plan as well as detailed report on the functioning of the establishment under management.



### Audit

Our professional team carry out a pertinent analysis of existing establishments, allowing to correct and improve its operational aspects as well as the investments.



### Consulting

We place our experience and professional advices at the disposal of the owner or investor in order to help him making the right decisions. We provide support in the following areas: Operational support, Training programs, Financial controlling, Sales & Marketing.



### Feasibility studies

Sophos Hotels' experts have performed feasibility studies for hotel projects all over Europe.



### Project development

We provide the necessary technical support in order to facilitate the preopening of the hotel, making sure to observe international hotel standards. We enable the clientele to perceive the excellence of the services offered by the establishment.



# MEET OUR TEAM

## Fernand Donnet

President & CEO

Founder, Chairman and Managing Director of Sophos Hotels SA, as well as Horesman SA and STDC Sàrl (Swiss Tourism and Development Consulting), Fernand gained a diploma from the Ecole Hôtelière de Lausanne and then took various courses at Cornell University. He began his career as a consultant, and then went into operations, managing individual hotels as well as hotels belonging to a hotel chain (Holiday Inn). Fernand is member of a number of boards, from those of budget hotels to those of 5\* hotels. Veteran of the hotel industry, his ventures extend into the countries of Europe, Russia, the CIS and the Middle East.

## Blaise Angehrn

Vice President Operations

Graduated from the Ecole Hôtelière de Lausanne, Blaise did various executive trainings with Cornell University from which he recently obtained a Master Certificate in Revenue Management. He is a veteran in the hotel industry. He worked previously as a General Manager in the casino business and was President and CEO of a group of resort hotels in French Alps. He is an expert of international standard certifications for casinos and hotels.

## Ergun Sönmez

Vice President of Business Development Support

Graduated from Hotel Management School in Salzburg (Austria), Ergun has more than 25 years' experience in different assignments in hospitality sectors and management of large hotels throughout the world. He has conducted technical services assistance and financial studies for new build projects and conversions of different accommodation types in this field. Further, he has been leading the related teams during both pre and post-opening stages of the hotels, feasibility studies, assessments and audits. He has experience in conducting brand integration activities in Turkey and abroad.

## Marat Khusainov

Business Development Director

Based in Moscow, Marat supervises the development of Sophos Hotels throughout Europe. He is also responsible for maintaining an effective liaison between the Sophos Hotels properties and the central office, and for the supporting and managing business relations. Marat has an MBA from the Instituto de Empresa (IE) Business School (Madrid). He also took courses in Hospitality Management at the Ecole Hôtelière de Lausanne. Having been managing partner at Capital Consult Realty Hotels, Marat has acquired a vast experience in real estate and hospitality consulting.

## Tung Nguyen

Architecture & Technical Support

With a Master's in Interior Architecture (La Chambre, Brussels), Kim travelled around the world for several years for Marriott and Wyndham Hotel Groups for whom she was responsible for Architecture & Design. More specially, she was in charge for new build projects as well as conversions of existing hotels.

## Beat Ganz

Senior Operations Director

Beat Ganz graduated from the Ecole Hôtelière in Lausanne in 2003. He has begun his professional career within Lausanne Hospitality Consulting as Associate and in Dell Inc as Sales Executive. Then Beat worked as Front Desk Manager and F&B Operations Manager in Hilton in Zurich and Frankfurt. Beat has specialised in F&B field and worked as Director of Food and Beverage in luxurious hotels like Conrad in Tokyo, the Badrutt's Palace Hotel in St-Moritz and the Beau-Rivage Palace in Lausanne. In 2019, he has joined the Sophos Hotels team as Senior Operations Director.

## Pierre Cessot

Operations Director

Pierre Cessot graduated from the Ecole Hôtelière in Lausanne in 2012. He has begun his professional career within various luxurious establishments in London and New York. Pierre worked as Front Office Manager Assistant in the Sixty hotels and as a Revenue Manager Consultant at EasyRMS. Pierre has joined the operations field as a Reception Manager and Executive Assistant Manager in a luxurious hotel The Stafford in London. In 2017, he has joined the Sophos Hotels team as Operations Manage.

## Alena Hrambouskaya

Operations Director

Responsible of supervising the operations and performances of hotels under management, her main responsibilities include quality control, creation and implementation of human resources projects, and the introduction of training programs. Alena has 10 years of experience in the hotel industry, in the United States, Russia and Belarus. She has a diploma from Belarus State University in Tourism Management and recently gained a certificate in Hotel Revenue Management and one in Hospitality Management at Cornell University.

## Anissa Djeddou

Analyst & Auditor

Anissa has worked one year in an accounting service in the United Kingdom to discover the field of accounting. After graduating from the Ecole Hôtelière de Lausanne, she has worked then in the financial departments of several hotels in Belgium and Switzerland.

## Florence Tenthorey

Operations Assistant & Marketing Support

Florence has a Bachelor in Tourism management from the HES-SO in Switzerland. Before her studies, she has worked in a travel agency and in the event field. She joined Sophos Hotels team in 2016 and is in charge of marketing, social media and administration.



## OUR APPROACH

When taking charge of a project from the very beginning, we follow different steps in order to ensure the success and the completion of the objective.

Concept, annual operational plan and pre-opening plan preparation.

Hotel assessment and development of the business plan.

Supply, sourcing and purchasing advice in coordination with architect and designers.



## BUSINESS PARTNERS

In order to ensure the best quality and service, we work closely with international and recognized brands and affiliations from all over the world. Our key partners are listed below :

HYATT CHOICE

IHG  
InterContinental Hotels Group

WYNDHAM  
HOTELS & RESORTS

Marriott  
HOTELS · RESORTS · SUITES

HILTON  
WORLDWIDE

ACCOR

BWH | Hotel Group™

THE LEADING HOTELS  
OF THE WORLD™

GREAT HOTELS  
OF THE WORLD

RELAIS &  
CHATEAUX.





# HOTEL MANAGEMENT PORTFOLIO



**Westin Paris Vendôme**  
Paris, France  
4\* / 440 rooms



**Hotel Saint-James Albany**  
Paris, France  
4\* / 200 rooms



**Château de Turreau**  
Provence, France  
5\* / 16 rooms



**Chalet RoyAlp & Spa**  
Villars, Switzerland  
5\* / 63 rooms & Suites



**Hotel National**  
Champéry, Switzerland  
4\* / 16 rooms



**Marriott Moscow**  
Imperial Plaza  
Moscow, Russia  
5\* / 272 rooms  
Future opening (2020)



**Résidence Hôtelière La Paudèze**, Lausanne/Paudex  
Switzerland  
6 Luxury Apartments



**Hotel Bernina**  
Geneva, Switzerland  
3\* / 85 rooms



**Hotel de la Fleur de Lis**  
Le Locle, Switzerland  
3\* / 22 rooms



**Ramada Encore Tbilisi**  
Tbilisi, Georgia  
4\* / 152 rooms



**Hotel Residence CityZen**, Geneva  
Switzerland  
11 apartments



**Chandolin Boutique Hotel**, Switzerland  
4\* / 27 rooms





**Novi Wyndham Grand,  
Croatia**  
5\* / 496 rooms



**Tryp Istanbul Ataturk  
Airport, Turkey**  
4\* / 140 rooms



**Hampton by Hilton,  
Istanbul Atakoy, Turkey**  
3\* / 86 rooms



**Hampton by Hilton  
Canakkale Gallipoli,  
Turkey**  
4\* / 85 rooms



**Courtyard by Marriott  
Batumi, Georgia**  
4\* / 150 rooms  
Future opening (2021)



**Hawthorn Suites  
Istanbul Ataturk Airport,  
Turkey**  
4\* / 64 Suites



**Moxy Sion, Switzerland**  
3\* / 143 rooms  
Future opening (2021)



**Courtyard by Marriott  
Fribourg, Switzerland**  
3\* sup / 88 rooms  
Future opening (2022)



**AC by Marriott  
Moscow Sadovaya,  
Moscow, Russia**  
4\* / 225 rooms  
Future opening (2022)



**AC by Marriott, St  
Julien-en-Genevois,  
France**  
4\* / 92 rooms  
Future opening (2022)



**Marriott Mostar,  
Bosnia-Herzegovina**  
5\* / 182 rooms  
Future opening  
(2022)



**Courtyard by  
Marriott Bienne,  
Switzerland**  
4\* / 104 rooms  
Future opening (2023)



# PREVIOUS PROJECTS

*The following hotels listed below  
are different hotels that we have  
successfully opened and managed*

## **Wyndham Hotel Group**

Ramada Yekaterinburg 4*	162 rooms	Yekaterinburg, Russia
Days Inn Lourdes 3*	76 rooms	Lourdes, France
Ramada Encore Kiev 4*	320 rooms	Kiev, Ukraine
Ramada Resort Akbük 4*	360 rooms	Akbük, Turkey
Ramada Resort 4*	118 rooms	Kranjska Gora, Slovenia
Ramada Hotel & Suites 4*	110 rooms	Kranjska Gora, Slovenia
Ramada Hotel & Suites Baku 4*	77 rooms	Baku, Azerbaijan
Ramada Tashkent 5*	120 rooms	Tashkent, Uzbekistan
Ramada Plaza Milano 4*	167 rooms	Milan, Italy
Ramada Podgorica 4*	110 rooms	Podgorica, Montenegro
Ramada Encore Geneva 3*	154 rooms	Geneva, Switzerland
Days Hotel Baku 4*	102 rooms	Baku, Azerbaijan

## **Marriott International**

Autograph by Marriott, Horizon d'Eze 4* sup	83 rooms	Eze, France
Autograph Collection by Marriott 5*	89 rooms	Reims, France

## **Hilton Hotels & Resorts**

Hilton Brussels Grand Place 4* <sup>sup</sup>	224 rooms	Brussels, Belgium
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## **Choice Hotels**

Quality Hotel Geneva 3*	40 rooms	Geneva, Switzerland
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## **Relais & Châteaux**

Grand Hotel du Lac 5*	54 rooms	Vevey, Switzerland
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## **The Leading Small Hotels of the World**

Le Crans Hotel & Spa 5*	13 rooms	Crans-Montana, Switzerland
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## **Small Luxury Hotels**

Boutique Hotel Sighnaghi 4*	20 rooms	Sighnaghi, Georgia
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## **Independent**

Hotel Cosmopolite 4*	160 rooms	Kiev, Ukraine
Mon-Repos Hotel 3* <sup>sup</sup>	109 rooms	Geneva, Switzerland
Auberge de la Bourgeoisie ( <i>fine dining restaurant</i> )	8 rooms	Troistorrents, Switzerland
Hotel Elite 3*	25 rooms	Crans-Montana, Switzerland
Hotel Attica	34 studios & 2 apartments	Lausanne, Switzerland

## **Hit Alpinea**

Hotel Kompas 4*	154 rooms	Kranjska Gora, Slovenia
Hotel Spik 4-3*	116 rooms	Gozd Martuljek, Slovenia
Hotel Alpina 3*	115 rooms	Kranjska Gora, Slovenia
Apartment Vitranc 3*	36 rooms	Kranjska Gora, Slovenia

## **Hyatt Centric**

Hyatt Centric La Rosière 4*	69 rooms	La Rosière, France
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## **Swiss Belhotel International**

Swiss-Belhotel, Hotel du Parc 4*	107 rooms	Baden, Switzerland
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