

Reference

Professor Dr. Detlev Remy, **Remy Consult**, has delivered a two-day Executive Education training on Revenue Management and related areas on Dec 21/22th 2017 at our Sokha Phnom Penh Hotel & Residence, Phnom Penh, Cambodia.

25 members of our management team from our different SOKHA Hotels & Resorts properties across Cambodia from sales, marketing, E-commerce and corporate attended this training. Their feedback was very positive, and they appreciated the interesting topics and the smooth and stimulating delivery of the training.

The topics provided included the concept of Revenue Management and its strategic levers and tools, its relationship with digital marketing and implications of Revenue Management.

Professor Remy was capable to explain a very complex business discipline to the audience but also kept the participants interest by organizing several exercises to illustrate the value and pitfalls of Revenue Management practice.

We are very satisfied with Professor Remy's delivery of the Executive Education training on Revenue Management and may consider calling him for further training.

Sincerely yours



Sok Chanthy
Group Director of Sales & Marketing