



COMMERCIAL STRATEGY CONFERENCE

Strategize, Optimize, Capitalize



26 July 2024

THE LEELA AMBIENCE GURUGRAM HOTEL, DELHI NCR, **INDIA**



HSMAI Academy



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Global Chair, HSMAI Academy

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DELHI 26 July 2024



Future Proofing Your Career

Career Planning



What Are You Looking For?

What are you looking for?	You need...
Proof of your experience and knowledge	A Certification: This is your license to operate, its not training, its proof that you already know
To get a job in	Training: you can learn more, then get the proof through a Certificate
Upskill in a specific topic that you'd like to more about	Short, training modules on specific topics, get a Certificate of Completion
EduTainment	5-minute videos on aggregator platforms

Professional Certifications

Globally recognized Certifications
for Commercial Hoteliers



Qualifications: In-person or Online Training

10 courses, 20-30 hours study, covers all components of the role



Certificate in Revenue Management (Hospitality)

Master the fundamentals of Revenue Management with HSMAI Academy's online courses for Hoteliers

[COURSE GUIDE](#)



Certificate in Digital Marketing (Hospitality)

Master the fundamentals of Digital Marketing with HSMAI Academy's online courses for Hoteliers

[COURSE GUIDE](#)



Webinar Training Series

Instructor Led
90 mins per week for 6 weeks



Hospitality Revenue Management Essentials

INSTRUCTOR-LED ONLINE SERIES



🕒 9 hrs

📁 Upskilling

📅 Webinar Series

Self-Paced Online Courses

Restaurant and Events Revenue Management, Hotel Data Analytics



Restaurant Revenue Management Essentials

ONLINE COURSES



🕒 3 x 60 mins

📁 Upskilling

📅 Self-paced



Events Revenue Management Courses

ONLINE COURSES



🕒 3 x 60 mins

📁 Upskilling

📅 Self-paced



Hotel Data Analytics Essentials

ONLINE COURSE



🕒 8-10 hrs

📁 Advanced

📅 Self-paced

Short Upskilling

Ready when you are...

Unlock Profit Potential:
Upskill with short, online courses

Created by hoteliers for hoteliers

hsmAi
ACADEMY

www.hsmaiacademy.org

QR
CODE:



30+ Online Courses from USD35

- Competitive Pricing Analysis (How to price your rooms)
- Restaurant Revenue Management
- Email Marketing, CRM, and Loyalty
- How to Read your STR Report
- Market Segmentation
- And more...

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