

New Zealand Hotel Industry Awards 2019

Hotel Industry Revenue Manager of the Year Criteria and submission guidelines

The New Zealand Hotel Industry Awards celebrate excellence in our industry. They are managed by Tourism Industry Aotearoa (TIA) and Horwath HTL.

About this Award

The Hotel Industry Revenue Manager of the Year Award recognises an employee who has made an exceptional contribution to their employer in the past 12 months and engaged with the wider hotel industry.

The Award sponsor

ARMA is proud to support the Hotel Industry and be associated again with the New Zealand Hotel Industry Awards in 2019. ARMA (Australian Revenue Management Association - APAC) was established by Melissa Kalan, a revenue management specialist as the main provider of independent, quality and accessible revenue management training for the Australian and New Zealand accommodation industry.

ARMA provides and develops engaging, quality training programs, including the first nationally accredited short course in revenue management in Australia and is fast creating a global community of ARMA revenue management trained professionals.

Entry criteria

Nominees will:

- have been employed by their current employer for at least 12 months immediately prior to nomination.
- be employed in a New Zealand hotel at the time of nomination
- results should focus on the 1 April 2018 to 31 March 2019 year.

Self-nominations are welcome but **must be** supported by the nominee's general manager and/or current manager.

Your nomination must include:

- a nomination form with all sections completed including the contact names and phone numbers of two referees (judges may contact these referees for further information)
- a copy of the nominee's curriculum vitae, which should include:
 - prior hotel/hospitality experience/employment
 - knowledge, experience, interest, involvement and career aspirations in the hotel industry

- hotel education, training and self-development/personal development
- supporting statements from the general manager and/or current manager and/or any other relevant source
- images:
 - several high resolution (1 MB at least) jpeg images of the hotel property with at least one featuring the nominee
 - one head and shoulders of the nominee (1MB at least)
 - hotel logo.

Entry deadline: 5pm, Monday, 29 April 2019

Nominations will not be accepted after this deadline

**The 2019 Awards will be presented at the New Zealand Hotel Industry Awards Gala Dinner
Thursday, 20 June 2019 at the Cordis, Auckland**

Hotel Industry Revenue Manager of the Year

Nominations must be submitted using the online nomination form with all sections completed. The maximum word count for each section is noted.

Supporting material and images to should be emailed to: hotelawards@tia.org.nz

If you have an enquiry, please contact TIA Hotel Sector Manager Sally Attfield, phone 04 495 0814, email hotelawards@tia.org.nz

Overview (200 words)	Why should the nominee win this Award?*
Current role and responsibilities (200 words)	Outline the nominee's current role and responsibilities.
Nomination statements	
Contribution to the hotel (400 words)	Outline how the nominee's contribution to the hotel, for example: <ul style="list-style-type: none"> – runs well maintained revenue department that consistently surpasses its competitors – consistency of delivery – a personal touch – demonstrating value for money – develops and introduces new services to enhance business processes – long-term revenue strategy – understanding of market segments and ways used to the benefit of the hotel (OTAs, website, GDS, etc).
Recognition (400 words)	Recognition the nominee has received from the hotel and/or guests that is over and above what would be expected in their current role. Please provide several examples/quotes and/or testimonials where possible.
Achievements and results (400 words)	Provide examples of the nominee's achievements and results, e.g. increased turnover, reduced costs, improved efficiencies.
Commitment (200 words)	How has the nominee demonstrated their commitment to the hotel and the industry over and above their job description?
Commitment to staff and/or colleagues (200 words)	How has the nominee demonstrated their commitment to staff and/or colleagues, e.g. career development, knowledge sharing, empathetic and approachable?
Career aspirations (100 words)	What are the nominee's career goals and aspirations?
Training and career development (200 words)	What training and/or professional development has the nominee undertaken or is intending to undertake to further their career and how has this enhanced their performance?
Personal attributes (200 words)	Describe the nominee's values and personal qualities and examples of these in action, e.g. solutions-focused, proactive, integrity. How is the nominee viewed by their peers?

* This information may be used by TIA and Horwath HTL in marketing material.

Terms and conditions:

- the judges' decision will be based on the information provided in the online nomination form and the supporting material
- the judges' decision is final and no correspondence will be entered into
- the achievements of the nominee and/or the hotel must have taken place between 1 April 2018 and 31 March 2019
- several finalists will be chosen in each category and a winner selected from those finalists
- in consultation with the judges, TIA and Horwath HTL reserve the right not to announce finalists and/or a winner in this category, due to insufficient nominations or nominations not meeting the required standard
- an entry deems nominees have consented to their name and photograph being used for pre and post-event publicity
- a nomination deems nominee's consent to publication of any of the documents or materials constituting their nomination in the Awards. No commercially sensitive information will be shared
- winners may state in advertising, promotional and any other business material that they are winners but must also state the category of the Award and the year in which it was won
- material submitted for these Awards will not be returned to the nominee or person submitting the nomination.