

ATELIER/WORKSHOP 6 – in English

Panel: Fear Factors - Hotel Contracts and Attrition Clauses

Moderator: Conrad Doucet, President, Hotel Management International, Montreal, QC

Panelists: Jean-Marc Demers, Senior Director, Business Management and Strategic Development
Canadian Institute of Mining, Metallurgy and Petroleum (CIM), Montreal, QC

Georgia Antonopoulos, Director, Sales and Marketing, Hotel Place d'Armes, Montreal, QC

Monica Orr, Director of Sales and Marketing, InterContinental Montreal, Montreal, QC

Summary:

Are your hands shaking when you sign a hotel contract? Do you have sleepless nights over hotel contracts? If the answer is yes, then this workshop is for you. We invited one meeting planner and two hotel representatives to present their daily realities: what each have to deliver, goals they need to reach and pressures they have. A lively panel discussion involving the audience will follow to determine potential solutions. This session is intended to involve the entire audience rather than being a lecture.

Biographies:

Conrad Doucet

After a start in the Convention Services section of different hotel chains, Conrad was hired by Starwood Hotels & Resorts in 1997 as the National Sales Manager and then promoted to Global Account Director. Prior to leaving the Global sales office, Conrad was obtaining 52% of the entire office sales of a team of 6 across the country and to this day still holds the sales record for Canada. Later in his career, he accepted the position of Director of Sales and opened the new W Hotel in Montreal. Conrad is the recipient of numerous high-profile awards and after eight years with Starwood, he went on to pursue his dream of starting his own company in hotel search and contract negotiation.

His company now employs 7 people in Montreal and recently opened an office in Lyon, France and in London, England. He is also on the Global Meeting Advisory board for the Intercontinental Hotels Group and was appointed in 2006 as the first Canadian to sit on this board.

Jean-Marc Demers

Jean-Marc Demers assumed the position of senior director for the Canadian Institute of Mining, Metallurgy and Petroleum, a not for profit organization, in February of 2004 where he leads the event business of the Institute. He has been intimately involved with all the Institute's activities and has implemented numerous quality management initiatives in procurement, risk management, and various technological development projects to ensure the long term health and financial prosperity of the Institute. Prior to his employment with CIM, his tenure of fifteen years at ABB Inc. a global leader in the power and automation sector for the utilities and industrial markets where he held various management, product development and account management roles.

He is a member in good standing of MPI, CSAE (Canadian Society of Association Executives), and CESSE (Council of Engineering and Scientific Society Executives) and APEQ (Association des professionnels en exposition du Québec) where he sits on council.

Georgia Antonopoulos

Having performed a variety of functions (front desk, coordination, sales) in hotels owned by her family since 1998, Georgia learnt the business from the ground up. Her practical expertise is supported by a BCOM in Marketing and a minor in accounting from McGill University. Since 2006, Georgia is the director of sales of her family's three properties: Hotel Place d'Armes, Hotel Nelligan and Auberge du Vieux Port. She enjoys and craves working with people of all kinds and cultures.