

SALES REPRESENTATION



## ABOUT US

Poised Solutions (Pty) Ltd is a hospitality consultation company divided into four wings. The name Poised Solutions is inspired by the very definition from the Oxford dictionary... Poised "having a composed and self-assured manner" or "having a graceful and elegant bearing". We strive to deliver and embody hospitality solutions in this manner at all times.

Gracefully, elegantly and with poise. The logo is inspired by the elegant butterfly's evolution and inspiring metamorphosis from a caterpillar to an elegant adult butterfly. Some of the butterfly's prominent symbolism associated with its metamorphosis include: Resilience and Endurance, Transformation, Change, Hope. This is what Poised Solutions stands for.

MEET THABANG RAPOTU  
MANAGING DIRECTOR AND FOUNDER OF POISED SOLUTIONS (PTY) LTD



Thabang was born and raised in Pretoria, South Africa.

Her love for travel and hospitable nature sparked a passion to further her studies in the Eastern Cape, where she obtained an international BCom Degree in Hospitality Management from Stenden University in 2008.

She has a strong focus and passion for people, quality and enjoys working on repeatable results. She has a proven track record of delivering value to trade partners and the organizations she has worked for.

Thabang launched Poised Solutions (Pty)Ltd in July 2022 after relocating back to South Africa from her previous role based in the Seychelles as Cluster Director of Sales for Hilton Seychelles.

Before that role she was Regional Sales Manager for Minor Hotels based in Cape Town and brings over 15 years' worth of experience within the hospitably industry working in various positions.

She started her career at the Saxon Hotel, Villas and Spa in 2008 then relocated to Cape Town to be part of the opening team of the One & Only Cape Town in 2009. The Red Carnations group presented her with her first Managerial position where she joined as Guest Relations Manager at the Twelve Apostles Hotel in 2010.

Thabang had an opportunity to join Cape Grace in 2012 as House Manager and through natural progression joined their sales team. Thabang gained additional invaluable experience with the Protea by Marriott corporate team in 2015. She then rejoined Cape Grace as a Sales Manager in 2017.

**Countries visited thus far:** Zambia, Zimbabwe, Mozambique, Ethiopia, UK, Germany, Brazil, Australia, Argentina, Dubai, Qatar, Seychelles, Maldives, Kenya and counting...

At your service.

[www.poisedsolutions.online](http://www.poisedsolutions.online)

# OVERVIEW

***The Poised Solutions (Pty)Ltd Sales Representation Wing***

is a people and service centred representation solution specialising in the sales and marketing of select properties located in select destinations. We represent a collection of handpicked properties for the discerning traveller in mind. At your service.



# OUR PORTFOLIO

## SALES Representation solution announcement



Poised Solutions (Pty) Ltd is the newly appointed GSA/Sales representation company in Africa for Waldorf Astoria Maldives Ithaafushi.



At your service.  
[www.poisedsolutions.online](http://www.poisedsolutions.online)  
GSA in Africa for  
[www.waldorfastoriamaldives.com](http://www.waldorfastoriamaldives.com)

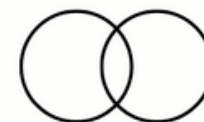
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Poised Solutions (Pty) Ltd is the newly appointed GSA/Sales representation company in Africa for Conrad Maldives Rangali Island.



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[www.poisedsolutions.online](http://www.poisedsolutions.online)  
GSA in Africa for  
[www.conradmaldives.com](http://www.conradmaldives.com)



## SALES Representation Solution Announcement



At your service.  
[www.poisedsolutions.online](http://www.poisedsolutions.online)  
Gauteng based GSA/Sales representation company  
[www.newmarkhotels.com/accommodation/qwabi-private-game-reserve](http://www.newmarkhotels.com/accommodation/qwabi-private-game-reserve)

# OUR PORTFOLIO IN DETAIL



WALDORF ASTORIA®  
MALDIVES ITHAAFUSHI



## Waldorf Astoria Maldives Ithaafushi

Nestled among white sands and crystal blue waters, the elegant Waldorf Astoria Maldives Ithaafushi is within close proximity to Malé International Airport, a mere 45 minutes by yacht.

Set in a tropical paradise, the 119 all-pool Beach, Reef and Overwater villas span three private islands, where guests can discover indulgent choices from 11 celebrated dining venues. Dine amongst the treetops at Terra whilst enjoying spectacular views of the ocean and horizon, and bask in the magnificent sunset from Amber, the resort's signature bar – it is a gastronomical experience to remember.

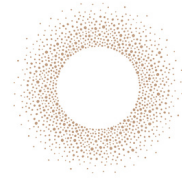
The endless list of activities ensures that all generations are catered for. Unwind in one of ten luxurious spa treatment villas, explore the ocean's incredible marine life or traverse the island's dazzling white sand beaches by bicycle or on foot. If travelling with young ones, the Stars Club & Club Nova offer an exciting water recreation area along with enriching activities for kids and teens so they can enjoy their very own Maldivian experience.

For the ultimate in luxury, the True Waldorf Service also offers personal concierges for those seeking a truly relaxing and refreshing escape.

Escape to the unforgettable with  
Waldorf Astoria Maldives Ithaafushi.

**Website: [www.waldorfmaldives.com](http://www.waldorfmaldives.com)**  
**WAMaldives | Instagram | Linktree**

# OUR PORTFOLIO IN DETAIL



I T H A A F U S H I

THE PRIVATE ISLAND

BY WALDORF ASTORIA



## Ithaafushi Private Island

An extension of the iconic Waldorf Astoria Maldives Ithaafushi, it is as exclusive and luxurious as it gets, anywhere in the world. The largest private island in the Maldives, with every aspect meticulously designed. Accommodating 24 guests across two elegant beach and overwater villas and one four-bedroom residence. Each boasting a refined, yet modern style accented with fine art, Maldivian charm and world-class facilities. Take a bike to explore the island, enjoy a wealth of marine activities, or take to the island's state-of-the-art gym under the watchful eye of your own trainer.

**Website: [www.ithaafushiprivateisland.com](http://www.ithaafushiprivateisland.com)**

# OUR PORTFOLIO IN DETAIL

## CONRAD®

### MALDIVES RANGALI ISLAND



## Conrad Maldives Rangali Island

Conrad Maldives Rangali Island is nestled in the South Ari Atoll and set over two idyllic islands overflowing with endless possibilities. Renowned for its barefoot luxury charm, the resort is minutes away from the Maldives' best diving and snorkeling spots, and famous for its Whale Shark tours. Featuring 151 beautifully designed villas and home to The Muraka, the world's first undersea residence. The Muraka is a unique three bedroom, two-level residence with a master bedroom submerged over 16 feet below sea level. The resort is also a true gourmet's delight with a choice of 12 restaurants and bars, two spas, a selection of culturally inspired experiences, a kids club – Majaa Explorers Hub featuring a splash park for the little ones and Furaavaru Teens Club.

**Website: [www.conradmaldives.com](http://www.conradmaldives.com)**





# OUR PORTFOLIO IN DETAIL



## Qwabi Private Game Reserve

An authentic safari destination set in one of only two UNESCO-declared savannah biospheres in Africa, QWABI Private Game Reserve presents you with a unique, immersive safari experience. Here, guests are surrounded by a vibrant, ancient landscape coloured with a water-rich ecosystem, remarkable sightings and scenery, and bespoke luxury at one of three exclusive lodges, LETAMO, BABOHI and SEMELA.

### Website:

[www.newmarkhotels.com/accommodation/qwabi-private-game-reserve](http://www.newmarkhotels.com/accommodation/qwabi-private-game-reserve)

Facebook @[www.facebook.com/qwabiprivategamereserve](https://www.facebook.com/qwabiprivategamereserve)

Instagram @[qwabiprivategamereserve](https://www.instagram.com/qwabiprivategamereserve)

# Our key sales representation focus



- The formulation and implementation of the portfolio partner's Sales strategy, in order to grow the respective portfolio partner's brand whilst maximizing revenues, occupancies and ADR's.
- Provide input for the setting of Annual Revenue Budgets and Quarterly Forecasts in consultation with the Commercial leadership (Commercial Director, Director of Sales & Marketing) Client Relationship Manager and Financial Controllers.
- Identify and grow key identified market(s).
- Understand key market movements, influences and impact on business.
- Meet and exceed set occupancy and revenue targets.
- Maintain and grow the trade database.
- Have an intimate understanding of the competition.
- Participate in and implement the sales and marketing plan.
- Communicate market related feedback to key stakeholders.
- Ensure the inclusion of portfolio partner into the target client's brochures, websites and social media campaigns at the best possible deal within budgetary parameters.
- Attend local and international trade shows, roadshows and workshops as identified and required
- Sourcing of appropriate joint media ventures with key stakeholders.
- Set up and engage in product training (virtual and physical, where necessary) with trade partners, in accordance with business standards
- Cultivating and managing existing and new relationships with travel trade partners [DMCs, tour operators, travel agents and their respective frontline employees – consultants, ITC's, procurement department]



## CONTACT US

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<b>Instagram</b>	<a href="https://www.instagram.com/poised.solutions.gsa">poised.solutions.gsa</a>