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3-6 OCTOBER 2016 | DUBAI

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# INSIGHTS FROM .... DANIEL RUDOLF

**Rent-a-Resort** was founded in 2015 and is based in Germany with partners in various major European markets. It is a venue finder specialised in exclusive rentals of hotel resorts. We chat to their Head of Sales & Marketing, Daniel Rudolf...



## What do you love about your brand?

I love having a unique brand and a concept that does not exist anywhere else and which contributes to our industry. Specialising in the exclusive buyout of hotels & resorts is something the industry has been looking for... perhaps even without knowing it!

## What are the most important qualities sought by your clientele?

My clientele seeks the best possible offer together with transparency, which is becoming more and more important in our industry! This will create the magic word 'trust' which is indispensable for a successful client relationship. The same goes the other way around, since I also need to trust my clients.

## Why would I place my event in your hands?

RENT-A-RESORT is a venue finder and we will make sure you get the best conditions should you wish to organise your event in a privatised hotel, resort or even on a cruise

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ship. We leave the organisation to our industry colleagues who are specialised in event planning because you can only succeed if you stick to what you do best. For us, this is finding the right venue at the right date and conditions!

### What do you think about when you envisage an event for an elite audience?

An elite audience is not willing to accept any compromise and my task is to limit this to the absolute minimum!

### Where in the world is inspiring you right now?

Professionally speaking I'm inspired every day by discovering new hotels & resorts in new places as well as destinations that I thought I knew well. The Mediterranean and the Alp region are still full of surprises that need to be explored, as can equally be said for Latin America and Asia, both of which I'm a big fan of.

Daniel Rudolf, **Rent-a-Resort** will be at inVOYAGE 2016 in Dubai.

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