



hotel networks



**“I promise to raise the profile  
of your brand in the German  
hospitality sector!”**

## ABOUT KAJ

In a career spanning 30-plus years in the hospitality sector, I have made contact with numerous companies and got to know the people who work for them as my network has expanded. Having worked in the supply industry in recent years, I came to realise that my knowledge and my network could be of major advantage to hotel trade suppliers with distribution operations in Germany that are either non-existent or in need of expansion.

On the one hand, KAJ Hotel Networks comprises classical aspects of a sales agency. However – and this is very important to me personally – the partners also benefit from other services. Shared web sites, joint stands at trade shows, adverts placed in specialist publications, effective training modules, P&R, marketing services and exchanges within the network are just some advantages of such a partnership.

My partners include companies from abroad seeking access to the German market, German businesses seeking access to the hotel sector and even start-ups (new businesses I help to embark on sales and enter the market).

I look forward to working with you.

Yours,

Karsten Jeß

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## KAJ SERVICES

Depending on the booking of a module, you benefit from the following services designed to enhance the profile of your brand within the hospitality sector:

- **Internet presence at [www.kaj-hotel-networks.de](http://www.kaj-hotel-networks.de)**
- **Distribution and association activity**
- **Regular market information**
- **Logo printed on KAJ advertisements by media partner AHGZ**
- **Special conditions from media partner AHGZ, including free annual subscription**
- **KAJ is listed as a supplier to various hotel cooperations**
- **Flyers for sales work**
- **Participation in network meeting, with specialist presentation**
- **Representation at joint stand of 2 fairs in the year during the contract**
- **Email newsletters containing partner information**
- **Training module from Train Ahead by DHA under special conditions**
- **Exclusive distribution by agreement**
- **etc.**

## PARTNERS OF KAJ

My sales organisation not only incorporates the traditional elements of a sales agency, but also raises awareness of individual companies within the hospitality sector. Amongst other things, I represent partners with joint stands at GastroVision in Hamburg and ITB in Berlin.

More details of partner products may be found on their home pages. If you have any questions on products or companies, simply contact me.

## COOPERATION PARTNERS OF KAJ

Synergy is critical to success; any business needs strategic partners. I am delighted to have found long-standing partners for various cooperation initiatives, and I would like to thank those partners most sincerely for their trust.

## THE KAJ NETWORK

With more than 30 years' experience in the hospitality industry, I have built up an excellent network of many companies offering services to the sector. Through this network of partners, I am able to offer the following services:

- **Labour law**
- **Digitalisation of procurement processes**
- **Purchasing consultancy**
- **Food photography**
- **Photography**
- **Gastronomic concepts**
- **Housekeeping consulting**
- **Communication and marketing**
- **Campaign creation and development**
- **Employee training and coaching**
- **Mystery checks**
- **Recruitment consulting**
- **P&R services**
- **Quality and valuation analyses**
- **Sales, marketing and trade fair support**
- **Tax consultancy**
- **Corporate analyses**
- **etc.**