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INFOZONE CAREERS

Going places



Rick Schultheis has joined the Courthouse Doubletree by Hilton, in London's Regent Street, as general manager. Prior to taking on this post, Schultheis held the role of general manager at the Crowne Plaza Shoreditch. Dutch national Schultheis has more than 15 years' experience in the industry working with the Intercontinental Hotel Group, Accor Hotels and Eden Hotel Group in both the United Kingdom and Europe.

Chris Moore has joined Safeguard Training and Consultancy as a food safety and health and safety consultant and trainer. Moore, who had previously been an active manager working for hotel groups including Regal (now Corus), Forte, Ladbrokes and Hilton, suffered an accident almost 13 years ago which left him disabled and unable to walk. But after a long battle he has learned to walk again and retrained before taking on his new role.

YOTEL has appointed a recent Hague Hotel School graduate, **Daniel van Hulst**, as a customer service executive based in its London Head office.

Guoman & Thistle Hotels has appointed two sales heads to take control of sales for all 38 properties within its portfolios across the world. **James Enright** joins as vice-president of US sales, based in Washington DC.

He has held positions with destination management company PRA and Forte Hotels, and returns to represent the group, having previously held a sales role with the company in the USA.

Meanwhile, **Monika Krauthahn** joins as director of sales for Germany, Austria and Switzerland. Krauthahn has held sales director and business development roles for the Hotel Vier Jahreszeiten

Hamburg and Hilton International, as well as her experience advising hospitality clients, including: IMC Group, MacDonald Hotels & Resorts, Six Senses Hotels & Resorts in Asia and Grand Heritage Hotels UK, as owner and chief executive of her own sales and marketing consultancy, Krauthahn Consulting.

The Baros Maldives resort has appointed **Peter Alexander Fritz** as its new executive chef. Fritz has 33 years' experience working within the Asia Pacific region, most recently holding a position with the Four Seasons Group. He also held previous key positions with Hyatt, as executive chef of the Grand Hyatt Jakarta and Bali Hyatt Resort, and with Shangri-La Hotels and

Resorts. He was executive chef at Baros Maldives in 2002, then named Baros Holiday Resort, before the upgrade to its current five-star status.



Ramada Encore London West has made **Gagan Kumar** its new operations manager, while **Eva Saringala** takes on the role of sales manager.



Kumar began his career with Radisson Edwardian as a management trainee before working with Marriott, Hilton and IHG. He has worked in the hospitality industry in both India and the USA, before moving to the UK in 2002. Saringala previously worked as

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sales manager for Grange Hotels. **Yoshinori Ishii** has joined Umu, the Michelin-starred restaurant in London's Mayfair, as its new executive chef. Ishii takes over from Ichiro Kubota, who was head chef since the opening of the restaurant in 2004. Ishii has 20 years' cooking experience.

He trained for nine years at the Michelin three-starred restaurant in Japan, where he headed up the Sashimi section, before becoming head chef at the Japanese Embassy for the United Nations in Geneva and New York.

Most recently, he worked as Omakase chef at Morimoto restaurant in New York, where he received the 'Rising Star Chef' award and was a finalist for the Vilcek prize for culinary arts.

MOVE OF THE WEEK

Patrick Cunningham has been appointed the new general manager at the Legacy Botleigh Grange hotel in Southampton. He has taken over the reins at the four-star property, having previously spent just over two years as regional general manager at the Marwell hotel in Winchester.

He took his first management role at the Wessex hotel in the city in 1986 and also managed two further hotels in London for the Forte group, before becoming its regional general manager in 1996. In 1997, he took on the International hotel at Canary Wharf, and three years later moved to Citadines Apart'hotel to become operations director UK and manage the company's UK-based operations.

After four years as managing director for OHR Holdings, he moved on to manage several hotels including the Dolphin in Southampton in 2006 and the following year at the Hampshire Court hotel in Basingstoke. In October 2007, he was appointed interim general manager at the Holiday Inn Brent Cross in London, and in March 2008 he moved to the Marwell hotel near Winchester as regional general manager.

Commenting on his appointment, Cunningham said: "The hotel has the largest banqueting and conference and events facility in Hampshire and you can't help but be impressed by the style and elegance of the hotel and the beautiful rear gardens and lakes surroundings it. I'm delighted to have taken on this great role."



How to: ask for a pay rise

CALCULATE YOUR WORTH

Try to calculate how much you think you are worth and back it up with evidence of your skills and achievements.

FIND YOUR LEVEL

Take a look around at what other people with your level of experience in your position are being paid and arm yourself with this information.

PICK YOUR TIME CAREFULLY

Find an appropriate time to make the request and make an appointment if necessary. The end of a working day may be a good time.

JUDGE THEIR MOOD

Is your boss in a position to listen to your request? Try to judge their mood and, if needs be, put off negotiations until later.

LET THEM BARGAIN YOU DOWN

If you feel confident, ask for a little more than you are really after. For example, if you are happy to settle for a 5% pay rise, try asking for 7%.

HAVE YOUR ANSWERS READY

How will you respond if you are offered a lower amount than you wanted? Have a response prepared in advance.

CONSIDER OTHER BENEFITS

Consider whether or not you would be prepared to accept extra holiday or more flexible hours instead of a raise.

BE PRAGMATIC AND TRY AGAIN

If you are turned down, ask your boss when you would be eligible for a raise (eg, in six months' time) and schedule a meeting to discuss it again then.