

## **IDEaS Names Winner of Fabian Specht Revenue Optimisation Professional of the Year at HSMIAI Europe**

*Preferred Hotels & Resorts' Raimund Notz recognised for exceptional revenue management strategy and inspirational leadership at London event*

**LONDON**— Jan. 26, 2023 — [IDEaS](#), a SAS company, the world's leading provider of hospitality revenue management software and services, announced Raimund Notz from Preferred Hotels & Resorts as the winner of the prestigious Fabian Specht Revenue Optimization Professional of the Year at the recent Hospitality Sales and Marketing Association International ([HSMIAI](#)) Europe Awards in London.

The award is named in memory of IDEaS' EMEA-area vice president Fabian Specht who passed away unexpectedly in December 2019.

- **Director of hotel revenue optimization** – Notz manages up to 40 hotels within the Central and Eastern Europe region, supporting them with onboarding, marketing intelligence, reservation and profit analysis, and more.
- **Revenue management experience** – Notz has worked in revenue management at leading hotel brands in Germany, including Le Méridien Hotels & Resorts, Sofitel, and Hilton Hotels & Resorts, as well as hospitality groups GCH Hotel Group and Prime Hospitality.

**Ingunn Hofseth, president and CEO, HSMIAI Region Europe said:** "Fabian was a passionate and visionary industry leader who actively worked to inspire the next generation of hospitality revenue leaders. Raimund follows in his footsteps, not only excelling at optimising revenue, managing distribution channels, and generating profits in a complex and international ecosystem but by being a wonderful leader, coach, and communicator within our industry."

**Cheryl Hawksworth, managing director, sales – EMEA, IDEaS said:** "We're delighted to partner with HSMIAI Europe to recognise the exceptional people and companies working within the hospitality sector. Raimund has a fabulous track record of championing the importance of revenue management both inside his workplace and within the wider industry, making him a very worthy winner of the Fabian Specht award."

### **About IDEaS**

IDEaS, a SAS company, is the world's leading provider of revenue management software and services. With over 30 years of expertise, IDEaS delivers revenue science to more than 22,000 clients in 152 countries. Combining industry

knowledge with innovative, data-analytics technology, IDeaS creates sophisticated yet simple ways to empower revenue leaders with precise, automated decisions they can trust. Results delivered. Revenue transformed. Discover greater profitability at [ideas.com](https://ideas.com).