



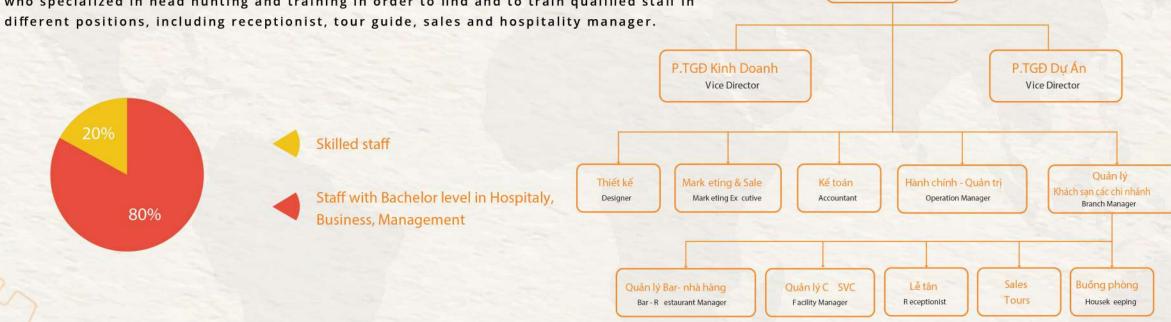






Currently, the staff of ZO Hotels in Vietnam is more than 80 people, including 55 receptionists and housekeepers; 30 office staffs; and 5-8 foreigner experts who are working directly in ZO Hotels. 80% of employees in the ZO Hotels have degree in Business Administration, hospitality and Economics.

Our goal in 2020 is to have more than 500 staff. ZO Hotels has cooperated with many partners, who specialized in head hunting and training in order to find and to train qualified staff in different positions, including receptionist, tour guide, sales and hospitality manager.



HĐQT

**Board of Directors** 

TỔNG GIÁM ĐỐC

Managing Director





\*Opening and creating more than 300 employee on tourism per year.





\*ZO Hotels co-operated with IWH company and created more than 500 hotels around the world

## **ABOUT PARTNER**

OTA & TA

















## ZO HOTELS BUSINESS PROJECT

With more than ten years of experience in hospitality industry, ZO Hotels has successfully launched more than 30 projects and our target on 2021 and 2025 will reach at 200 and 500, respectively.



### HA LONG

1. ZO Gieng Don

2. ZO Van Don

3. ZO 1925 Boutique

4. ZO Ho Tay

5. ZO Basic

6, ZO Hau Can

7. ZO Diamond



8. ZO Ta Van

9. ZO Pumkin

### MAI CHÂU

10. ZO Mai Chau



### HÀ NÔI

11. ZO Hotel Tay Ho

12. ZO Tran Duy Hung

13. ZO Han Thuyen

14. ZO Đại Co Viet

15. ZO Nguyen Truong To

16. ZO Germany Xuan La

17. ZO Tan Da

18. ZO Hang Non



### **VĨNH PHÚC**

19. ZO Star

20. ZO Boutique



### MỘC CHÂU

21, ZO Mountain View



### 🔒 HỒ CHÍ MINH

22. ZO Apartment

23. ZO Office



### HÀ GIANG

24. ZO Dong Van resort



### NHẬT BẢN

25. ZO Hotels Hokkaido



### ẤN ĐỘ

26. ZO Taj Mahal





## ZO HOTELS BUSINESS MODEL

**BRANDING POSITION** 

# MODEL

**ZO Hotels** 







## **IMPLEMENTATION**

### **PROCEDURE**



Researching



Evaluate and analyze potential hotels by region, living conditions



Approaching potential customer



Setup branding/room/marketing



Managment by Zo's SOP







## **BOOKING WITH IOS / ANDROID ZO HOTELS APP**



**BOOK WITH EASE** 



**UPDATE REGULARLY** 



**CONNECT WITH ZO HOTELS BRANCHES** 







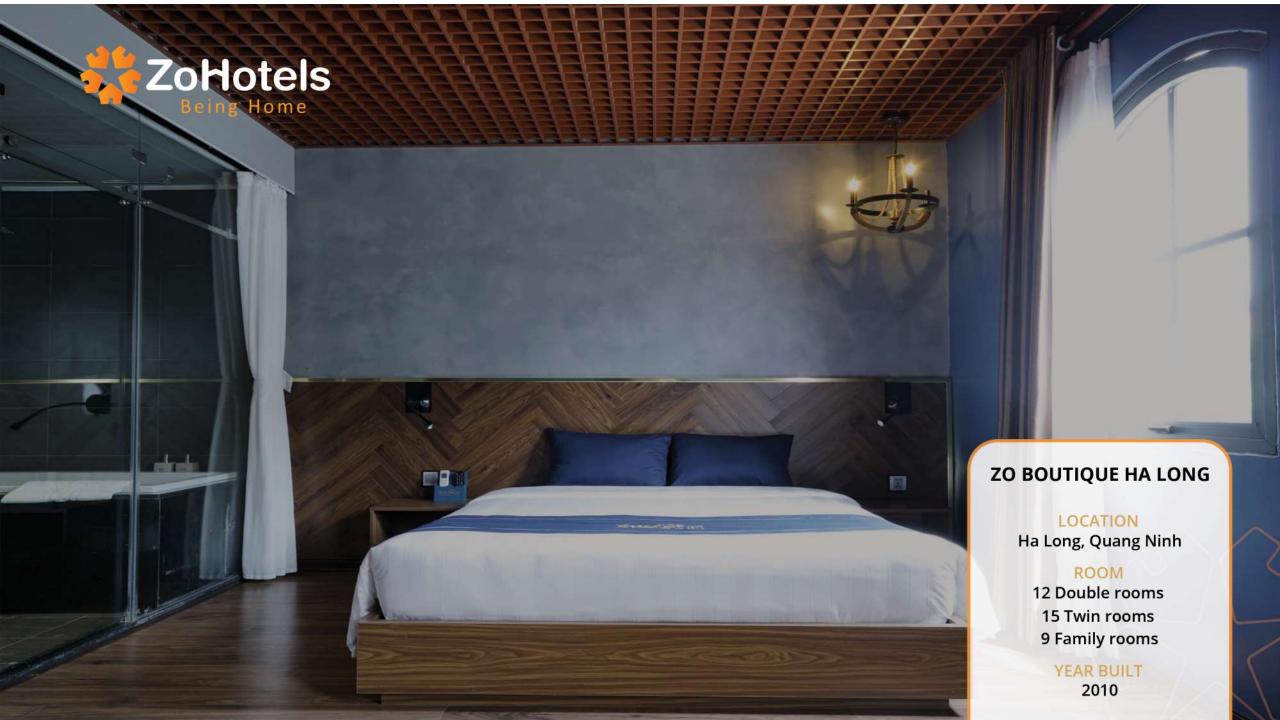




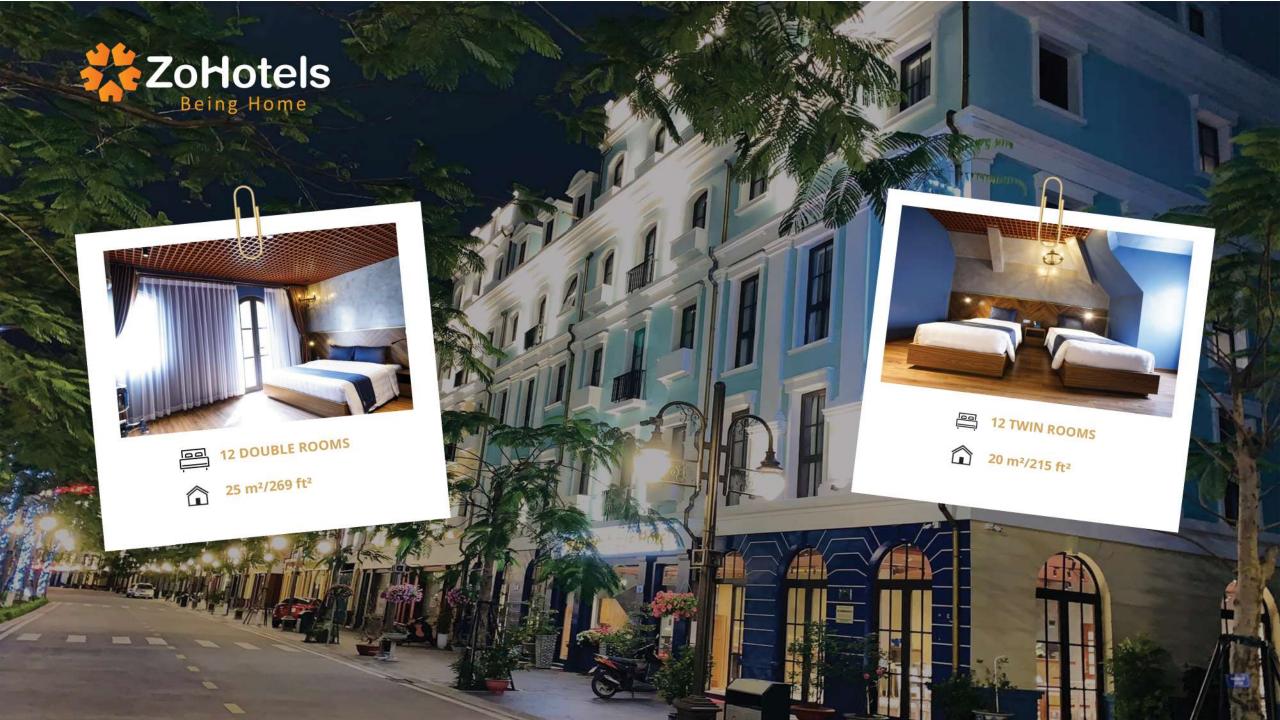












## **ZO HOTELS CATEGORIES**

Various styles and one BRAND commitment



Sự tối giản, tinh gọn nhưng sang trọng, phong cách trang trí và thiết kế đặc trưng độc đáo.





## ZO TRENDY

Sự tinh tế trong thiết kế, nội thất trang nhã, luôn cập nhật theo xư hướng mới.





## ZO CLASSIC

Sư thanh lịch xen lẫn cổ điển, thiết kế đơn giản nhưng không kém phần sang trọng.









## ZO STAR TAM ĐẢO, VĨNH PHÚC

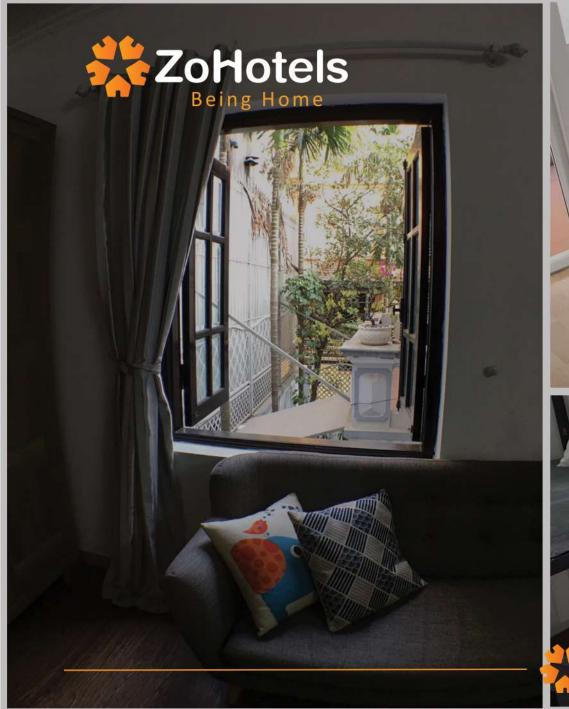
HOTEL | RESTAURANT | COFFEE

















To become the preferred accommodations for those looking for an option that is above all convenient and high quality.

Different styles, all with a strong commitment to the guests.

## THE PROPOSAL OF SERVICES CENTRES ON THE FOLLOWING AREAS:



BELONGING TO ZO HOTELS



SALES AGREEMENTS



ONLINE MARKETING



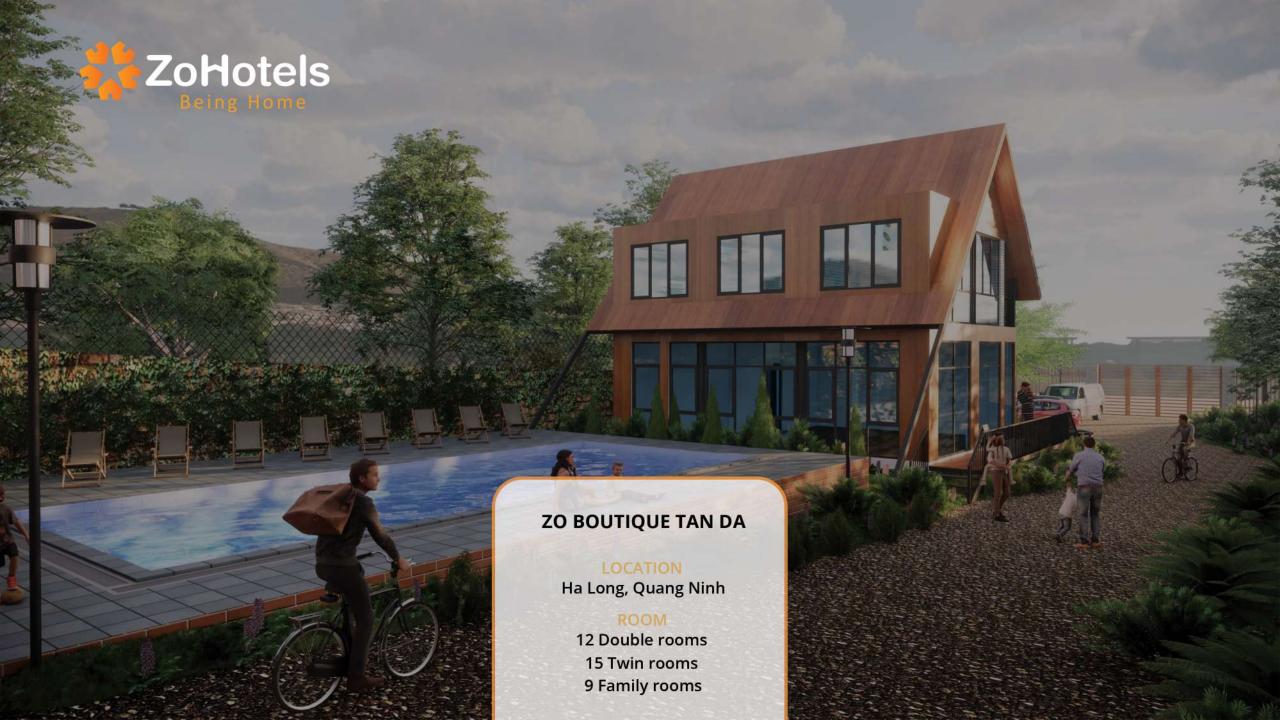
REVENUE MANAGEMENT



PROMOTION AND MARKETING



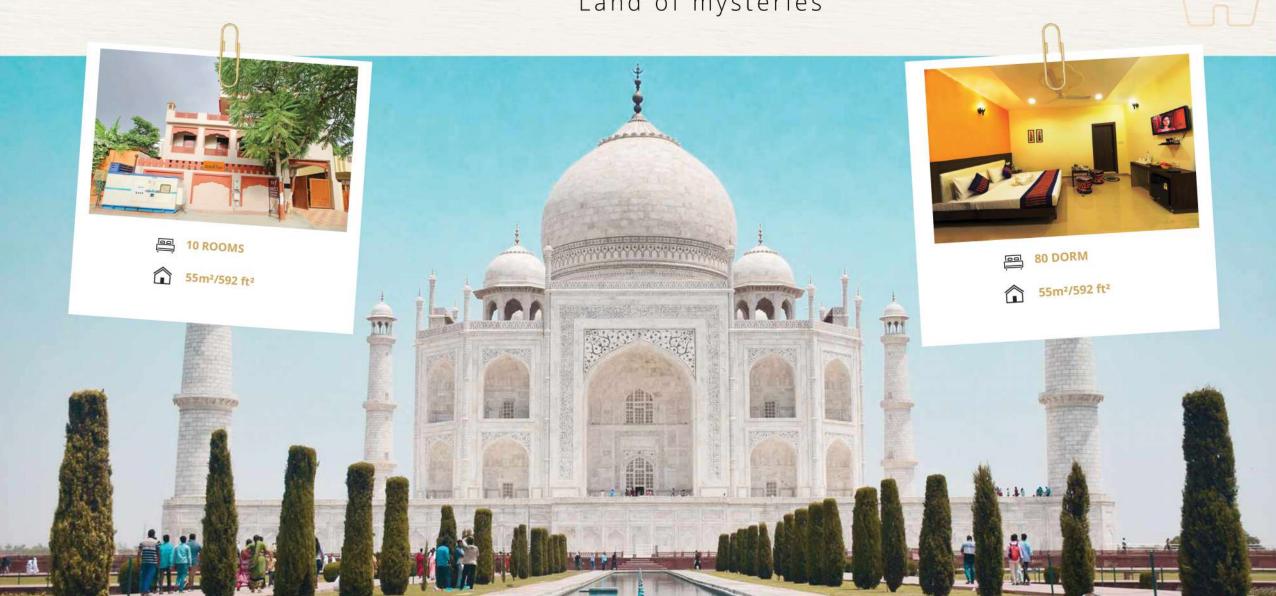
TRAINING





## ZO STAY ARGA, TAJ MAHAL

Land of mysteries





















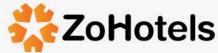












INDIA





## HỆ THỐNG KHÁCH SẠN ZO HOTELS

A: Số 7 Hàng Muối, Lý Thái Tổ, Hoàn Kiếm, Hà Nội

VP HN: Số 19 Âu Cơ, Quảng An, Tây Hồ, Hà Nội.

VP HCM: Tầng 14, tòa nhà HM Town, 412 Nguyễn Thị Minh Khai,

phường 5, Quận 3, TP HCM

**T:** 0246 260 1238

E: sales@zohotels.vn

W: www.zohotels.vn