



INDEPENDENT & BOUTIQUE

You don't lose only on price, but on focus.

You lose when the day is eaten by lobby fires, staffing, and maintenance—and there's almost no headspace or calendar left to ask whether you're actually selling well: rates, website, OTAs, and groups. Meanwhile the hotel around the corner—or two streets away—already has someone focused on that work.

01

LEADERSHIP TIME

The GM is mostly firefighting.

Front desk, housekeeping, complaints, vendors, banking, permits: everything feels urgent. The sales and pricing meeting gets pushed or rushed, and nobody calmly checks how much is already on the books for the next few weeks—or whether the neighbor cut rate. The hotel keeps reacting late, always on the back foot.

Full rooms aren't enough if they're sold the wrong way.

You need experienced judgment on minimum rates, inventory closures, your own website, and the commission each OTA really costs you—not only nudging numbers in the system. Without that, occupancy can look “healthy” on the report while profit doesn't match the team's effort.

03

NEIGHBORS & CHAINS

Your competition won't wait until you find time.

Operators who already built a serious commercial team adjust pricing with information, watch OTA cost vs. direct web, and fix things week over week. You compete with that: how efficiently they run, not only the rate they show online.

“Everything comes from OTAs” A signal, not the diagnosis.

When you hear that in the hallway, blaming the channel alone is rarely enough. Often there's no calm time for what's already on the books, front desk and sales drift apart, and nobody in the office really reads the hotel's reports on purpose. That's why the screen looks busy while the account still doesn't close the way you expected.

We bring hotel language to commercial and ops noise.

Our team has deep hotel-side experience: we understand performance, occupancy, rates, and front-office reality. We empower your staff, surface opportunities, and land clear priorities and routines the property can sustain.



PLAIN-SPOKEN READ

We check whether your average rate tracks similar hotels, what OTAs cost you in commission after net, whether the website converts, and where margin walks out—night by night, channel by channel.



WHAT TO FIX FIRST

We prioritize among pricing, inventory, the website, corporate deals, or variable costs eating the room—we sequence fixes for the biggest profit lift per night you already sell, with named owners.



IT STICKS ON PROPERTY

We set a steady rhythm across leadership, front desk, and sales, simple rules for opening or closing rates and rooms, and align commercial decisions so they show cleanly in PMS and channel manager.



YOUR TEAM OR OURS

We hire or train whoever should own commercial or revenue on your team. When bandwidth is tight, we run pricing, channels, and campaigns for a stretch until you catch your breath or land the right hire.

06

HOW WE WORK

We know how to run processes—not just ship pretty documents.

Working sessions with leadership, sales, and operations; agreements in writing; boards everyone understands. We review forward bookings with you until the rhythm holds without us on speed-dial every day.

REVENUE

COMMERCIAL

OPERATIONS

TECH STACK

07

WHERE WE'RE HEADED

Greater clarity in the business, more profit for owners.

We want you to know which channel actually pays, fewer improvised meetings, and enough margin to invest in the product and in guests booking direct—without racing the neighbor on price alone.

Distribution, revenue, and digital voice—with data in hand.

We don't only leave the plan on the table: when needed, we run it with you—or operate it for a season—while we build or strengthen your team.



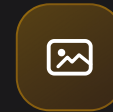
ONLINE DISTRIBUTION



REVENUE MANAGEMENT



DIGITAL MARKETING



SOCIAL MEDIA

CONVERSACIÓN INICIAL

Let's talk

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