

## Hilton strengthens Africa development team

The hotel group, Hilton Worldwide, has announced the expansion of its Africa development team with the appointment of Lasse Ristolainen as director of development for Central, Eastern and southern Africa and the opening of a new national sales office.

Ristolainen's appointment increases Hilton's Africa development team to four and is part of the company's ambition to have a hotel in key cities across the continent. The company is committed to expanding its footprint in Africa further and Ristolainen, who joined Hilton Worldwide in 2007, will play a pivotal role in identifying new development projects.

Patrick Fitzgibbon, senior vice-president, development, Europe and Africa, said: "Lasse transfers to us from our Middle East and Asia Pacific development team, so he brings with him some great experience that will serve us well in Africa. With four development professionals now working to increase our presence across the continent, we look forward to boosting our pipeline of deals and expanding across the continent."

### **New team will boost the sales function**

The company has also established a new National Sales Office to support the company's four properties in southern Africa: Hilton Durban, Hilton Sandton, Hilton Cape Town City Centre and the forthcoming Hilton Windhoek. The newly structured team, led by Peter Idoko, cluster director of business development - Southern Africa & Namibia, will boost the sales function with a renewed focus on source markets.

"In April this year we opened the Hilton Cape Town City Centre and later in May we will open the Hilton Windhoek in Namibia. We are delighted with these new developments, which bring our brands to new markets, and we look forward to the opportunities our expanded development team and the new sales office will bring with them," said Rudi Jagersbacher, area president, Middle East and Africa, Hilton Worldwide.