





# LeaderSpeak

## *Mr. Vikram Singh Chauhan.*

*Founder and CEO at Nile Hospitality*



In this engaging interview, we dive into the world of hospitality with Mr. Vikram Singh Chauhan, the dynamic Founder and CEO of Nile Hospitality. Leading a diverse portfolio of hotels across India since 2018, Nile Hospitality has become a trailblazer in third-party hotel management. Mr. Chauhan shares his compelling journey from a top General Manager to an innovative entrepreneur, revealing the secrets behind the company's strategic brand alignments and ambitious expansion plans.

### 1. What space exactly does Nile Hospitality occupy in the hospitality business?

We are a Third Party Hotel Management company, operating International branded properties and owner branded properties. We are a collective of hotels across India ranging from urban, leisure and experience lead properties. Founded in 2018, we are currently market leaders in Third Party Hotel management in South Asia and our key team members are passionate, experienced hoteliers. We pre select brands for upcoming projects, oversee pre-openings, manage every day operations and ensure future health of our hotels.



### 2. From being a very successful General Manager and having worked with Global Hotel Chains, what drove you to entrepreneurship? Having now worn the other hat, how does it change your view of the GM's position and predicament?

Thank you. For me, it was having a view of where the industry could go, stepping up and having a vision of something exciting that this company and I could build together.

I think, every leadership journey comes with unique set of challenges and opportunities. A General Manager is the CEO of a hotel with a unique vantage point and need for objectivity at times far beyond their area of responsibility. Today's GMs are also seen as Chief Cultural Officers. Pivoting from the traditional mould, thanks to the technology leaps the industry will go through, they are now in a place to gather a range of factors that may exist today that can lead to micro personalisation tomorrow like a more integrated guest Experience, efficient employee experience and to a sustainable business transformation.



### 3. As a company, what are the parameters that help you decide on which brands to align with given that you work with the whole range – Wyndham, Hyatt, Marriott, Radisson? Any favourites here?

As a third party operator, we focus on bringing relevant brands that meet market and client midway. Fit, potential demographics and demand growth, consolidating an existing portfolio, thus reducing of future overlap & complexity etc are nuances that we are mindful of. Being future ready and change centric is important for us. While they are not determinants of the brand decisions, it certainly plays a role in how we see our partner brands look to future and are evolving. After all, hotels are built for decades and generations pass through them, so selecting a futuristic brand may prove to be invaluable to its future. If there is a culture of being change – resistant, then it can be seen as growth prohibitive.

On a personal note, The legacy of Oberoi Hotels and their focus on its culture of excellence for guests is inspiring and aspirational - so I would say it is Oberoi hotels.



### 4. What is the blueprint for future expansion? Considering your focus on religious destinations – Dwarka, Haridwar, Amritsar, Ayodhya, is that going to be a niche that you want to occupy?

Our niche, I hope will be that of a hospitality company that benefits people and our communities at the potentially positive intersection of commerce. Our footprint focus has been to find the right properties and work with complementary, value creating partners. This has allowed us the breadth of our current collective of hotels and future pipeline – it really is a balanced portfolio in its offering ; resorts that are heavy on immersive escapism, urban lifestyle – upscale brands in cities, culturally resonant hotels in iconic locations and a collection of new properties with their own unique stories; from Himachal Pradesh to Tamil Nadu. spiritual destinations are one part of this pipeline.

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# New Hotel Openings

## Hyatt Place Haridwar



**Where?** Haridwar, Uttarakhand

**What is unique?** Hyatt Place Haridwar stands out as the first Hyatt Place in Uttarakhand, offering a unique blend of modern comfort and spiritual serenity in the sacred city of Haridwar. Guests can experience the tranquility of the Ganges and witness the enchanting Ganga Aarti, while also having easy access to renowned temples like Mansa Devi and Chandi Devi. The hotel features spacious rooms, each equipped with a 55-inch smart TV, comfortable bed, and sofa. The highlight is the luxurious Presidential Suite with two bedrooms and a living room. A diverse range of dining options is available 24/7, including The Placery's curated menu and The Market's grab-and-go selections.

**Why?** Choose Hyatt Place Haridwar for its exceptional blend of comfort, convenience, and accessibility. Enjoy daily breakfast at The Breakfast Bar with a wide array of fresh options. Zing, an all-day dining restaurant, adds to the culinary experience. The hotel's accessible features ensure a seamless experience for all guests, including those with disabilities or older individuals with changing abilities. It offers 110 rooms and suites, event space over 11,676 sq. ft., including a pillarless ballroom and outdoor lawn, and a lobby café for quick bites. Its prime location near Haridwar's spiritual sites, such as Har Ki Pauri and Rajaji National Park, offers both relaxation and cultural exploration. Future amenities include a refreshing swimming pool with separate areas for adults and kids. With dedicated service and thoughtful amenities, Hyatt Place Haridwar provides an ideal retreat for travellers seeking both peace and modern luxury.

## The Belvedere, Mcleodganj



**Where?** Mcleodganj, Himachal Pradesh

**What is Unique?** The Belvedere Himalayan Retreat, nestled in the heart of McLeodganj, offers an unparalleled blend of serenity and convenience. Located just steps away from the bustling Mall Road and the sacred Temple of the Dalai Lama, it provides easy access to cultural landmarks and local attractions. What sets The Belvedere apart is its stunning mountain views, coupled with a serene ambiance that makes it a perfect retreat. The resort's rooms offer a variety of options to suit different preferences. Select rooms feature private balconies, allowing guests to soak in the breath-taking vistas of the Dhauladhar range. The property's blend of traditional charm and modern luxury makes it a standout choice for visitors.

**Why?** From its vibrant Tibetan markets to serene monasteries like the Namgyal Monastery, McLeodganj boasts a unique blend of spirituality and adventure. Whether trekking through the Dhauladhar ranges or indulging in delectable Tibetan cuisine, every experience in McLeodganj promises a harmonious blend of tranquillity and excitement. Choosing The Belvedere means immersing yourself in a tranquil environment while staying close to McLeodganj's key sights. The hotel's prime location allows guests to easily explore the vibrant Tibetan markets, serene monasteries, and scenic trekking routes. Dining at the retreat is a gastronomic journey, with a menu that fuses international flavours with local delicacies, all while offering mesmerizing views of the Himalayas. Whether you seek adventure or a peaceful escape, The Belvedere caters to all your needs, making it an ideal choice for any traveller.

## Enrise by Sayaji Lonavala



**Where?** Lonavala, Maharashtra

**What is Unique?** Perched amidst the picturesque hills of Lonavala, Enrise by Sayaji Lonavala offers a unique blend of luxury and nature. The hotel's 32 elegantly designed rooms, including a spacious suite, provide breath-taking views and mist-kissed mornings. Expansive lawns, measuring 3500 sqft and 1600 sqft, offer tranquil spaces for relaxation and events. Culinary delights at the signature restaurant "Momentt" promise an exceptional dining experience. The hotel's strategic location, just 800 meters from Lonavala Railway Station, and its proximity to popular attractions like Kune Falls and Bhushi Dam, enhance its appeal. The well-equipped meeting room caters to business travellers, making it a versatile destination.

**Why?** Choosing Enrise by Sayaji Lonavala ensures a memorable stay with its unmatched hospitality and modern amenities. Each room is designed with sophistication, featuring plush king-sized beds, a private bathroom with luxurious toiletries, and large windows offering stunning views of the surrounding hills. Guests can start their day with a delightful buffet, continental, or vegetarian breakfast. The hotel also offers immersive experiences such as guided nature walks and local sightseeing tours, ensuring guests can fully explore the charm of Lonavala. With expansive gardens for evening strolls and a restaurant that serves exquisite cuisine, Enrise by Sayaji Lonavala provides the perfect blend of relaxation and adventure. Additionally, the vicinity boasts a variety of dining options. These nearby restaurants offer a diverse culinary experience, adding to the convenience and enjoyment of your stay at Enrise by Sayaji Lonavala. With expansive gardens for evening strolls and a restaurant that serves exquisite cuisine, Enrise by Sayaji Lonavala provides the perfect blend of relaxation and adventure.

## Ekanté Bliss, Tirupati - IHCL SeleQtions

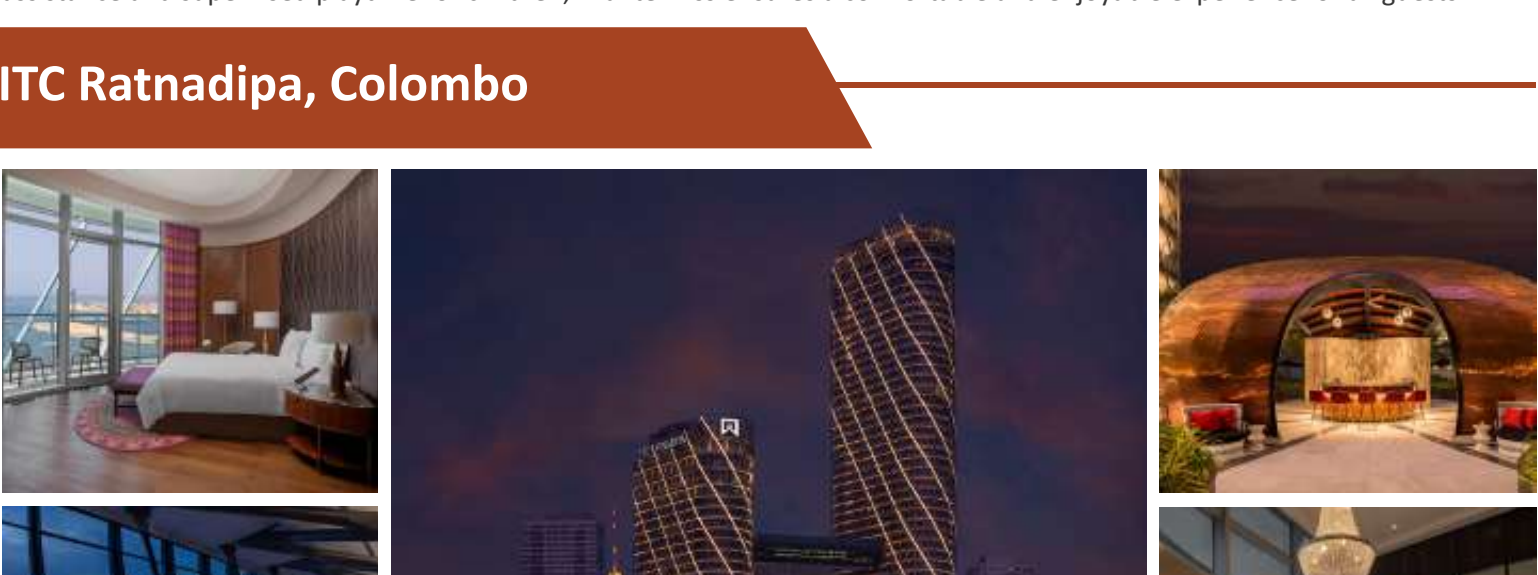


**Where?** Tirupati, Andhra Pradesh

**What is Unique?** Nestled in the heart of Tirupati, Ekante Bliss – IHCL SeleQtions is a tranquil retreat that seamlessly blends temple-inspired decor with modern amenities. The hotel offers a range of unique experiences designed to immerse you in the local culture. Take a Heritage Walk to explore the rich history of this iconic temple town, or indulge in the Temple Cuisine Experience to savour traditional flavours. Enjoy a delightful SeleQtions High Tea or try "The Tiffin," a special lunch in a box. For those who enjoy evening activities, end your day with Stargazing, creating unforgettable memories under the night sky. These experiences are crafted to provide guests with a deep connection to the spiritual and cultural essence of Tirupati.

**Why?** Choosing Ekante Bliss means enjoying diverse culinary delights at its dining venues—Vyom, Amruth, and Azure—which offer everything from South Indian specialties to global favorites. The elegant rooms and suites combine refined charm with contemporary comforts, ensuring a restful stay. Whether you're planning a corporate event or a grand celebration, the spacious and versatile banquet areas cater to all your needs, with venues like Ananda, Azure, Utsav, and Vaibhav providing the perfect setting. The hotel also offers a range of exceptional facilities to enhance your stay. Relax and unwind in the expansive outdoor pool, maintain your fitness routine at the well-equipped fitness centre, or pamper yourself at the luxurious salon. With itinerary assistance and supervised playtime for children, Ekante Bliss ensures a comfortable and enjoyable experience for all guests.

## ITC Ratnadipa, Colombo



**Where?** Colombo, Sri Lanka

**What is Unique?** ITC Ratnadipa, Colombo, stands out with its striking triangular architecture and dual entrances offering breath-taking views of the Indian Ocean and Beira Lake. Its cascading terraces echo the serene beauty of Sri Lankan tea fields. The sky bridge, suspended 100 meters high, features two full-length infinity pools, providing a unique experience amidst the clouds. Delight in everything from the bold flavours of the Islander seafood restaurant to the intricate dishes at Avartana. For the ultimate in luxury, the Pankaja Presidential Suite and Suriyavas Grand Presidential Suite offer private spas, gymnasiums, and personal office spaces with expansive ocean views.

**Why?** Choosing ITC Ratnadipa means immersing yourself in both luxury and convenience. Its prime location in the heart of Colombo places you just minutes away from key landmarks like Galle Face Green and the Dutch Hospital Precinct. The hotel's 352 rooms and suites are among the most spacious in the city, each with a large private balcony and vibrant décor reflecting Sri Lankan culture. The hotel is ideal for business and leisure, with easy access to the World Trade Centre. Culinary enthusiasts will appreciate the six signature dining venues, offering diverse global and local cuisines, and the three unique bars. The state-of-the-art fitness center, holistic spa, and stunning infinity pools ensure a rejuvenating stay. For events, the grand Sangam ballroom and Panorama Deck offer spectacular venues with panoramic views, perfect for weddings and large gatherings.

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