

Five Questions With: Renee Lancia

By **Mary MacDonald** - November 22, 2018 4:30 am



RENEE LANCIA is the director of sales for the new Homewood Suites by Hilton Providence Downtown hotel, which is expected to open early in 2019. / COURTESY HOMEWOOD SUITES BY HILTON PROVIDENCE DOWNTOWN

The new Homewood Suites by Hilton Providence Downtown hotel is expected to open early in 2019, with 120 suites for travelers. Renee Lancia, the director of sales, spoke to the Providence Business News about the hotel.

PBN: What is your role as director of sales?

LANCIA: I am primarily responsible for bringing in the business to the hotel. Also maintaining the relationships with the clients and the corporations, personalizing the experience for all guests and helping to ensure our hotel meets their every need.

PBN: Because it's a new hotel, will it be opened for a while before rooms are booked?

LANCIA: Right now, we're scheduled to open in February. We're on target to open in February. With Hilton's guidelines, we are not allowed to take any reservations [for arrivals] earlier than June 8. We do anticipate taking reservations sooner than June [for June 8 and beyond].

PBN: Who is the primary market for the hotel, business people or families of students in the area?

LANCIA: Honestly, I think it's going to be all of the above. We are 100 percent suites. Our suites are about 100 square feet larger than the standard hotel room in the city. It's really going to be perfect for the business traveler staying more than a couple of nights and the families who need more space. Also, the tech scene in Providence right now is huge. Which, you have General Electric, Virgin Pulse, Infosys. A lot of those jobs last a couple of months to a year. People are looking for a home away from home.

PBN: The hotel allows pets. Do people travel with their pets that much?

LANCIA: You would be surprised. People travel with their pets. They're part of their family. There is a weight limit, and up to 75 pounds.

PBN: Have you already started working in Providence and will there be a grand opening?

LANCIA: We have already started working in Providence. We're promoting the hotel, securing rates, making sure everyone knows about the property and what we offer. We will have a soft opening once we go live with Hilton. Within a few months after opening, we're going to have a grand-opening party.