

GREENDOT



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An aerial, black and white photograph of a restaurant interior. The view is from directly above, showing several tables of various shapes (square, rectangular, round) with people seated around them. The floor is made of dark wood planks. The lighting is soft, creating a warm atmosphere. The people are engaged in conversation and eating. The overall scene depicts a busy, modern dining environment.

Our Story

We're a group of *highly creative hospitality experts* who know how it feels like to be owners, investors, as well as executives in senior level positions of the hospitality business. We have perfected the art of hospitality, by turning ideas into reality, with guidance that is both practical and profitable.

We help you execute your project from end to end. Whether it's a cafe, retail store, a fine dining restaurant or a hotel, we bring your vision to life.

OUR SERVICES

Conceptualization

Creating integral concepts, branding, strategy, analysis, value proposition and positioning.

Due Diligence

Strong due diligence process to analyze the KPIs that really drive performance.

Strategy

Strategic development of action and commercial plans.

Human Resources

Proactive planning, recruiting, selection, hiring and training. Performance management and conflict resolution.

Management

Planning, organizing, leading, controlling and developing restaurant & hotel operations.

Feasibility Studies

Physical market and financial feasibility. Customer profile and demographics.

Quality Assurance

Creating quality control programs to assure the successful execution of each project.

Strategic Partnerships

Promoting commercial agreements between leading brands creating synergy maximizing the value proposition.

Procurement

Comprehensive procurement solutions for development, construction and daily operations.

Market Research

Custom research services to optimize client strategies and market potential.



Sebastián
Guelperin

A hybrid professional with experience in the backstage and the front stage of hospitality, and everything in between. From Maitre De in Puerto Madero, Buenos Aires Argentina to founding partner at Greendot Group. Sebastian was the mastermind behind sales and distribution of artist Romero Britto's work across Latin and Central America, overseeing the opening of galleries in Colombia, Mexico, and Buenos Aires, as well as developing the distribution channels for Britto's collectible items in more than 10 countries, helping Britto establish a worldwide presence. His leading work as a restaurant partner, securing the best products from the best manufacturers in the business for hotels and restaurants, accounts for more than 20 years of experience in procurement and sales.



Rodrigo
Calabrese

Dedicated Entrepreneur with a strong work ethic and the ability to build lasting client and team relationships. Highly personable Customer Service Professional with over 20 years of experience in business unit management and customer satisfaction and support. Experienced in operation management, sales, budget development, training, cost control & revenue management. Strong communicator with outstanding interpersonal skills to effectively lead customers, vendors, and partners into success. Exceptionally organized, with attention to detail, analytical, adaptable, and enjoys staying on top of the industry trends.



Miguel de
Arregui

Seasoned executive with more than 20 years of demonstrated success directing the strategic, operational, financial, and revenue growth of renowned restaurants and luxury hotel brands. Results-proven ability to drive company-wide operations achieving top-class performance metrics. He has earned a reputation for enhancing productivity and profitability by initiating robust business strategies, establishing goals, training teams, and optimizing service delivery levels. Highly effective at controlling labor and food costs with employee turnover rates below the industry standard. Creative and incisive problem solver with illustrated talent leading, coaching, and motivating cross-functional teams to deliver the highest standards of quality and operational excellence.



Mariana
Senra

With over 15 years of experience in the hotel industry, she started her career as an intern at the historic Marriott Plaza Hotel Buenos Aires and grew over the years until she became a hotel General Manager. With her extensive leadership ability, she focused on motivating staff and working with diverse personality types to drive improvements. Keep hotel operations efficient and smooth by delivering successful leadership and team management at all levels. As perfection needs practice, she got experience as a forefront person everywhere she works before. She performs all her duties with loyalty and is an expert in building a comfort zone with her guests. In a nutshell, She's a woman with a full package of skills and abilities.



Freddy
Alejandro

A well-traveled and passionate hotelier, with experience in five-star service as well as a fast pace environment. Proven to be able to lead large teams in corporate and luxury service standards. An established leader with an aim on the guest experience, proven to devise, set, and execute goals set forward to achieve quality and financial standards to maximize productivity and the guest experience. Highly effective problem solver with a well-rounded view of the hospitality and guest experience industry.

We are
GREENDOT

Most Relevant Positions

Miguel de Arregui

Partner

- Executive Chef - Marriott Hotels
(Argentina, Ecuador, USA)
- Asst. Director of Food & Beverage
Marriott Hotels
- Director of Food & Beverage
Marriott Hotels & Mandarin Oriental
Hotels
- Corporate Asst. Director of Food &
Beverage – Marriott Hotels
- General Manager – db Bistro
Moderne by Chef Daniel Boloud
- Executive Chef & Partner – Alma
Ecuador

Rodrigo Calabrese

Partner

- Food & Beverage Supervisor
- Food & Beverage Manager
(Costa Rica & USA)
- Director of Operations
- Director of Special Projects
- Asst. General Manager
- General Manger
- Task Force General Manager
- (All positions held within Marriott
Hotels & Resorts USA)

Sebastián Guelperin

Partner

- Maitre D in Puerto Madero
Bahia Sorrento
- Sales & Marketing Director
InDolce
- Director of Operations
InDolce
- Art Consultant
Britto Central
- International Wholesale Director
Latinamerica - Britto Central

GREENDOT

The logo features the word "GREENDOT" in a white, sans-serif font. The letters "D", "O", and "T" are partially enclosed by a white circle that overlaps the text.

GREENDOT

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