

Mastering B2B Sales: Techniques and Strategies for Success

DATE: Monday, August 25, 2025
LOCATION: Barcelona, Cataluña, ES

Event Description

Mastering B2B Sales: Techniques and Strategies for Success is a premier expos event in Barcelona. This event attracts visitors from around the world and significantly impacts local hotel demand, creating opportunities for strategic revenue management and guest experience optimization.

Key Information

Category: expos

Importance Rank: 40/100

Expected Attendance: 300 people

Event ID: CoUDJ4FSdN56isUAH8

Hotel Demand Indicators

ADR Impact Index: 4.9x baseline (varies by property tier & location)

Occupancy Impact: +60 percentage points over baseline

Booking Lead Time: Demand begins 30 days before event

Impact Radius: 15km from venue

Estimated Room Nights: 120 across all properties

Note: Actual impact varies by property location, star rating, and local market conditions.