



27/11/1954 (69 ans)

** **

Budoni

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Freelance, Sénior

EXPERIENCES PROFESSIONNELLES

- févr. 2024 / aujourd'hui General Manager Hotel**
Hotel & Spa Des Pecheurs***** Ile de Cavallo Corse France
Directeur Général de l'Hôtel avec une attention particulière aux aspects commerciaux, contrôle des coûts, gestion des ressources humaines, contrôle de la qualité, gestion des revenus, etc.
- janv. 2023 / Olbia-Tempio**
Marketing, Market analysis Application and management of dynamic rates, brand reputation, online communication, etc.
Hotel chain
Sales e Marketing
- janv. 2023 / Commercial**
Hotel Mercure****Olbia General Manager
General management of the structure affiliated to the Accor chain. now Management of human resources, commercial and product policies. Organizational planning and management control. Definition of quality standards, job descriptions and procedures. Swat and kpi analysis. F&B management.
- janv. 2019 / Freelance**
Olbia-Tempio
- Consulting and Commercial Planning
- janv. 2019 / Business consultancy**
Hotel Relais L'Orologio*****Hotel dei Fiori*** Pisa
Commercial strategy planning - Revenue management, Market analysis
- Dynamic rate management.
- janv. 2018 / Temporary Management - General Manager**
Hotel Relais L'Orologio*****Hotel dei Fiori*** Pisa
- janv. 2017 / E Commercial**
Hotel Chain Sardegna SVG srl Olbia-Tempio
- Consulting e Commercial Plan
Novembre 2017 Business consulting Revenue and Yield management, Advanced Web Marketing, Market analysis Application and management of dynamic rates, brand reputation, online communication, etc.
- janv. 2016 / General Manager Hotel**
Hotel Sporting****(273 rooms) Budoni
quality standards, commercial relations with Tour Operators, cost management, budget control and verification of deviations, etc.
- janv. 1997 / Founder and owner of the Tourist Company**
Matta Gest Sas Budoni
Dicembre 2015 Direct management of hotels and tourist residences (four stars, Matta Village, Grand Hotel Cala blu, Tourist Residence Stella Maris, Residenza Il Gabbiano, etc.), business consultancy for hotel management control, Start-up and Pre-opening, Revenue and Yield management, advanced

Web Marketing.

janv. 1995 / janv. 1997 GP Dati srl Mestre
- Board Member, Analyst, Marketing
Gennaio 1997 Participation in the analysis of a new integrated hotel management system, marketing and marketing of software products for hotels and chains.

janv. 1991 / **General Manager**
Orizzonti S.p.a. Milano
Commercial planning, Management control, Forecast budgets and calculation of deviations.

janv. 1979 / University La Sapienza Rome
Sociology: Socio-economic direction and communication

COMPETENCES LINGUISTIQUES

Anglais

Français