

Matilde Pin



Summary

Dynamic and results-oriented professional with a background in hospitality, recognized for delivering measurable results through strategic planning and meticulous attention to detail.

Aiming to transition into real estate through a Master's program to excel in property management and development.

Core Competencies

- Data Analysis, Revenue Optimization, Pricing Strategy
- Internal Auditing, Financial Modeling, Business Valuation
- Client Management & Retention, Negotiation

Languages

- Italian (Mother Tongue)
- English (Full working proficiency, IELTS 7.5/9)
- Spanish (Limited working proficiency)

EDUCATION

LES ROCHES GLOBAL HOSPITALITY EDUCATION

2019 - 2023

Bachelor of Business Administration in Global Hospitality Management with Financial Performance Management

- BBA 1,2,3,4: Les Roches Marbella – Spain;
- BBA 5,6,7: Les Roches Crans-Montana - Switzerland
- Member of Eta Sigma Delta Honour Society 2022 (Switzerland)

CALABASAS HIGH SCHOOL

2017- 2018

High School Diploma (Senior Year Exchange program)

PROFESSIONAL EXPERIENCE

FATTORE ITALIA Srl - Milano (IT)

- *Tocq Hotel Milano, Veridia Resort - Member of Radisson Individuals, Radisson Blu Chorus Life Bergamo (opening)*

REVENUE DEPARTMENT

Jan 2024 - Current

- Analyze market trends, competitor performance, historical data, occupancy levels, and demand patterns to inform pricing decisions and devise strategies to attract customers.
- Maximize profitability and forecast revenue through strategic analysis and data-driven decision-making.

MICE DEPARTMENT

Mar 2023 – Dec 2023

- Manage all aspects of MICE events, guaranteeing their success from planning to post-event evaluation.
- Meeting and consulting with clients to understand their event goals, preferences, and expectations to provide a unique and personalized experience, negotiating contracts and securing favorable conditions.

THE PRESIDENT – Brussels (BE)

Aug 2022 – Dec 2022

FINANCE INTERN

- 4* hotel with 296 bedrooms & 20 meeting rooms
- Perform daily controls related to Income Audit and for all Revenues and Settlements
- Provide administrative support to team in monthly and yearly closures with data validations, preparation of analysis report and training/procedural communications

FIRMDALE HOTELS PLC – London (UK)

Feb 2020 – Jul 2020

F&B DEPARTMENT

- 5* Town house hotel with 41 bedrooms
- Supervise F&B areas and maintain high service quality standards

References Available Upon Request