
Danilo Canuto

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Chief Executive Officer

Financial Feasibility Analysis | Project Development | Hotel Real Estate Investments

Experienced businessman, entrepreneur and real estate investor. Founder of Revpar Real Estate Development, a premium hotel real estate development company from Recife, Brazil. Revpar just inaugurated a 220 room beach front Ibis Budget Hotel and launched the Motto by Hilton Recife, the first Hilton branded hotel of the entire Northeast region of Brazil. Currently a member of LIDE Pernambuco's Board of Presidents. LIDE is a private business representation composed of the main leaders of each region of Brazil. Its objective is to connect leaders in Brazil and the world.

Professional Experience

Revpar Real Estate Development - Recife, Pernambuco, Brazil

President/Founder (2014 - present)

Responsible for the creation of the brand, entire business strategy and corporate culture;

- Short, medium and long term strategies;
- Oversee all financial analysis and CF matters;
- Validate land selection and project definition;
- Oversee and validate all strategic negotiations;
- Define the best business model for each project;
- Constantly monitor the market to adjust business strategies;

Rio Ave Real Estate Development – Recife, Pernambuco, Brazil

Development Director (2011 - 2014)

Responsible for making the financial feasibility analysis of hotel projects to be implemented and delivered for the 2014 World Cup;

- Feasibility analysis;
- Product development;
- Contracts negotiation;
- Responsible for the projects approval process (city and State permits);

ADIT Brasil – The Real Estate and Tourism Association of Brazil - Maceió, Alagoas - Brazil

Executive Director (2009 - 2011)

Oversee all operational aspects, provide and implement development strategies, workforce solutions and raise funds for all National and International promotional efforts;

- Membership strategies and customer solutions;
- Promote and implement road shows, investment seminars, business rounds, and technical visits;
- Responsible for promoting and overseeing all operational aspects of ADIT Invest, the biggest Real Estate and Tourism Investment Conference in Brazil;
- Branding and expansion strategies;

Education

Saint Peter's College – B.A. in Marketing Management, Jersey City, NJ – USA

Federal University of Pernambuco – Executive M.B.A. in Foreign Trade, Recife, PE – Brazil

IBMEC – City Business School – Executive M.B.A in Corporate Finance, Recife, PE - Brazil

Foreign Language: Fluent in English