

Denis Alkin

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Location: USA, Florida, North Miami

Objective: Hotel Manager, Operations Director, Financial Director

Expected Salary: \$5,000/month (Annual: \$60,000)

Key Competencies:

- Financial flow management and investment projects.
- Development and implementation of reporting systems (USALI).
- Business process optimization and KPI performance control.
- Personnel management, including recruitment and training.
- Experience working with international markets.
- Process automation using modern CRM and PMS systems.
- Financial and economic activity management, including budgeting.

Work Experience (Total: 12 years):



PT SOLAR PROPERTY BALI (Indonesia) May 2024 – December 2024

General Director

- Management of the company's operational activities.
- Optimization of pricing policies, resulting in significant growth in RevPAR and ADR by 40% in just three months.
- Development of an automated rate sheet system for dynamic pricing.
- Successfully expanded the number of managed properties from 25 to 58 within six months.
- Attracted \$500,000 in new investments.
- Implemented an automated reporting system for investment property management.



Bali Invest Villas (Bali Invest Club) (Indonesia) May 2023 – April 2024

Financial Director

- Worked closely with owners to restructure the company, achieving significant results, including the expansion of the property portfolio to 61 units (10 rooms, 40 apartments, and 11 villas), enhancing stability and competitiveness.
- Developed financial models and managed investment projects.
- Negotiated and signed contracts with investors.
- Introduced and managed financial reporting systems based on USALI standards.
- Controlled and optimized business processes in all company departments.



Found Talant i Uspekhi (Sochi, Russia) July 2020 – June 2022

Chief Financial Controller

- Prepared and analyzed management reports (P&L, multi-factor analysis).
- Conducted internal audits of financial and economic operations for hotel properties.
- Designed and improved software for internal processes.
- Developed and implemented dynamic pricing policies.
- Increased the number of rooms in the company's portfolio from 512 to over 3,500 during my tenure.
- Developed budgeting systems and financial planning strategies, ensuring efficient allocation of resources.



Hotel "Imeretinskiy" (Sochi, Russia) April 2016 – June 2020

Economist / Income Auditor / Night Auditor

- Conducted management accounting (P&L, key performance indicators of the hotel, plan-fact analysis).
- Prepared management reports (DRR, DCF) and daily revenue reports.
- Analyzed financial and operational activities, product cost, and reasons for deviations.
- Developed investment projects, including return-on-investment analysis and preparation of commercial proposals.



Hotel Complex "Barkhatnye Sezony" May 2015 – October 2015

Front Office Administrator



MONEX TRADING CO. (Starbucks) August 2014 – April 2015

Barista



Residential Complex "Ekodom" / CityLounge August 2013 – April 2014

Senior Bartender-Waiter



Hotel Complex Zhemchuzhina (Sochi, Russia) June 2013 – August 2013

Houseman

Education:



- **Bachelor's Degree:** Industrial and Civil Construction, Sochi State University (2015)
- **Master's Degree:** Human Resource Management, Academy of Marketing and Social-Informational Technologies, Krasnodar (2017)



Professional Development Courses:

- 2019: Specialist Training Center at **Bauman Moscow State Technical University** – course "Accounting 2019: Theory and Practice," which covered managerial accounting, cost analysis, and financial reporting. This course enhanced my expertise in financial control.

Skills and Technologies:

- Software Proficiency: Opera PMS, Micros, 1C: Accounting, 1C: Document Management, 1C: Enterprise 8, TNG, MS Excel, AutoCAD, Portier Software, Radiant1, Ezee Absolute Yanolja, GPT Chat (Advanced)
- CRM Systems: Amo CRM, Asana, Realty Calendar
- Driver's License: Category B + Florida Driver License

References:

- **Yulia Kuznetsova** – Head of Economic Planning Department, Imeretinsky
- **Ivan Avdienko** – Head of Hotel Division, Sirius
- **Konstantin Nyrkov** – General Director, Bali Invest Villas
- **Denis Kushabayev** – Financial Director, Sirius
- **Yuriy Fonarev** – Owner, Solar Property

About Me:

Reviewing my resume, it is clear that I gained most of my early career experience directly on the job. I quickly adapted to new responsibilities and mastered software programs I had never worked with before. Examples include 1C Enterprise, Micros, Opera PMS, Restart, Portier Software, 1C Enterprise 8, Mandiri E-banking, Amo CRM, Asana, Realty Calendar, Radiant1, Ezee Absolute, and Yanolja.

Over the past 12 years, I have been working and growing in the tourism industry. For the last 7 years, I have focused on finance and economic departments, and for the past 3 years, I have held leadership roles, managing entire companies. My level of responsibility has steadily increased with each new position.

My experience in hospitality and customer service has helped me develop communication skills, stress resistance, independence, energy, initiative, teamwork, and many other positive qualities.

My work in controlling departments has enhanced my attentiveness, responsibility, punctuality, discipline, and ability to work in a multitasking environment.

My experience at the Talent and Success Foundation (managing a room portfolio of over 3,500 rooms) during the post-pandemic period provided me with invaluable expertise in launching hotel chains from scratch and managing operations in crisis mode. After transitioning out of the crisis, this startup evolved into a city-defining organization and an independent federal territory.

Serving as Chief Financial Controller taught me how to perform effectively in a leadership position and how to build and manage a team. Successfully passing the test of resilience demonstrated my readiness for high-level managerial responsibilities.

My experience at Bali Invest Villas (Bali Invest Club) enabled me to evaluate the adaptability and universality of my skills in an international business environment. I learned to build processes in each department from scratch with any budget. Additionally, I developed business communication skills in English within a foreign cultural and professional setting.

At PT SOLAR PROPERTY BALI, I confirmed and expanded upon the skills I acquired at Bali Invest Villas. In a short time, I mastered new tools, such as integrating modern PMS systems and automating pricing processes, which significantly improved management efficiency. This allowed me to enhance internal processes, strengthen the company's market position, and train the team while implementing modern work standards.