

DR. EUGENIO ETTORE DALLI CARDILLO

Entertainment, F&B, and Event Management Professional

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PROFESSIONAL SUMMARY

Experienced manager with over 14 years in Entertainment (Clubs, Bars, Festival management), F&B (hotels/restaurants), and Event Management/Marketing. Passionate about developing systematic tools and leveraging AI for business optimization. PhD in Sociology of Media and Communications with strong expertise in website and application development. Proven track record of collaborating with top clubs, iconic brands, and luxury establishments. Expert in developing professional training programs.

EDUCATION

PhD PhD in Sociology of Communication and Media Studies
La Sapienza University of Roma

MBA Master of Business Administration (MBA)
University of Florence

WORK EXPERIENCE

Da Marco Restaurant (Shanghai)
General Manager

March 2024 - February 2025

- Spearheaded operations for one of Shanghai's premier Italian restaurants, achieving the prestigious Gambero Rosso Award for Best Italian Restaurant
- Managed a team of 25+ staff, implementing comprehensive training programs resulting in enhanced efficiency and service standards
- Developed customer engagement strategies that increased VIP clientele by 20%
- Oversaw financial planning, cost control, and supplier negotiations while maintaining highest quality standards
- Coordinated exclusive events and partnerships with Italian cultural organizations

IL CASALE Jomtien Restaurant
General Manager

January 2024 - March 2024

- Transformed an underperforming business, achieving 40% revenue increase within 3 months
- Implemented new marketing strategy utilizing AI and social media analytics to attract new patrons
- Reduced operational costs by 20% through supply chain optimization while maintaining quality
- Revitalized restaurant ambiance and elevated customer service through comprehensive staff training
- Established strategic local partnerships and community events, positioning Il Casale as Pattaya's premier dining destination

VOL GROUP - Bar Rouge Club Bangkok
Operations Manager

March 2023 - January 2024

- Designed and implemented comprehensive training programs for Thai staff, focusing on international hospitality standards and cross-cultural service excellence
- Successfully bridged cultural and communication gaps, resulting in a cohesive team delivering world-class nightlife experiences
- Led conceptualization and execution of diverse events, integrating strategic planning with operations
- Developed compelling event proposals and established key external partnerships
- Managed cross-functional teams, aligning event narratives with the club's brand identity
- Continuously innovated to keep event offerings fresh and engaging

2Nite Shanghai
Founder/General Manager

June 2012 - March 2023

- Spearheaded Shanghai's nightlife scene, curating weekly events for prominent clubs including La Suite, Bar Rouge Shanghai, and OP Club
- Executed major festivals including 100 Top DJ Festivals Shanghai and Storm Festivals
- Developed and supervised staff to ensure exceptional customer service
- Created and achieved sales goals through strategic planning and innovative marketing campaigns
- Led PR activities that boosted company visibility and reputation in the competitive Shanghai market

Myst Night Club (Ranked 30th best club worldwide)
Operations Manager

September 2008 - June 2012

- Ensured seamless execution of nightly operations, maintaining the club's prestigious reputation
- Developed staff and floor supervisors, implementing effective training programs
- Created and achieved ambitious sales goals through innovative strategies
- Fostered strong relationships with VIP clients, enhancing loyalty and reputation
- Managed budgets effectively while ensuring compliance with health and safety regulations

Ristorante La Vallerana
General Manager

February 2005 - September 2008

- Orchestrated various events and shows, creating unique experiences for patrons
- Improved social media and Google reviews by 30% through effective reputation management
- Grew revenue by 22% through strategic collaboration with the chef team on menu innovation
- Developed comprehensive customer feedback systems for continuous improvement
- Led and motivated staff while maintaining rigorous quality control standards

Hotel Residence Valle del Buttero
Marketing Manager

March 2001 - February 2005

- Played crucial role in establishing and growing a new business in Capalbio, Tuscany
- Managed front desk operations while implementing efficient staff training programs
- Conducted market research and launched digital marketing initiatives including website development
- Organized concerts, cultural events, and excursions to enhance guest experience
- Introduced modern amenities and launched customer loyalty programs that increased retention

Diesel - New York
Marketing Intern

March 2000 - March 2001

- Orchestrated high-impact stage event that boosted brand visibility and engagement
- Coordinated with influencers and celebrities to create pre-event buzz
- Implemented comprehensive multi-channel marketing strategy including social media campaigns
- Executed follow-up campaigns that generated significant media coverage
- Contributed to notable increase in both online and in-store sales

KEY SKILLS

Leadership and team-building

Financial management and budgeting

Marketing strategy and implementation

AI and data analytics application

Event planning and execution

Staff training and development

Operations optimization

Crisis management

PR and partnership development

Website and application development