ABBY
AUTIN, SSM

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BACKGROUND

- Scrum Master Chair with ACM-W, University of New Orleans
- Certified Scrum Master. Computer Science undergrad.
- Seasoned Revenue & Sales Director with over a decade experience managing international, multi-property hotel groups. Specialized in revenue management, sales strategy, and B2B SaaS training & configuration.

SKILLS & ATTRIBUTES

- Analytical problem solver
- Team player
- Outgoing

- Strategist
- Progress-driven
- Natural leader

EDUCATION

B.S. in Computer Science, Accounting | University of New Orleans
AUG 2014 – DEC 2021 (ESTIMATED GRADUATION DATE)
Completed business courses in Management, Statistics, and Accounting; Computer Science courses in Software Design & Development, Computer Systems, Web Development, and Data Structures.

EXPERIENCE

Director of Revenue & Sales | French Quarter Hotel Collection
AUG 2011 – DEC 2014

- Managed a centralized revenue & sales team of five for a luxury boutique hotel collection spanning the New Orleans and Bahamas markets.
- Oversaw the rebranding of all our New Orleans properties following a multi-million-dollar renovation. Created luxury room categories, maximizing average room rates by 30%.
- Captured incremental revenues by forecasting future demand & pricing trends and implementing inventory and pricing strategies for leisure & group travel.
- Tapped into additional markets by capitalizing on weddings, films, & special event demand following hotel renovations in New Orleans.

Area Revenue Manager | New Orleans Hotel Consultants
DEC 2007 – AUG 2011

- Managed a centralized reservations team of six boutique hotels across the New Orleans, Mexico, and Natchez markets.
- Developed inventory & pricing strategies to maximize revenue, managed rates & inventory across all distribution channels, worked with sales team on contract negotiations, secured rate & inventory contracts with third-party distributors, developed marketing campaigns, managed a reservations team of five, analyzed & projected future revenues, tracked & analyzed consumer trends, and created annual budgets with executive team.

VOLUNTEER WORK

Scrum Master Chair | ACM-W, University of New Orleans
SEP 2020 – PRESENT
As an executive board member, I serve the organization by helping the team inform, encourage, and engage Computer Science students. Using Agile methods such as Scrum & Kanban, I help the team effectively & efficiently manage our ongoing efforts to connect with current students working on their Computer Science degrees.

Notes Recorder| Disability Services, University of New Orleans
JUN 2019 – AUG 2019
For a fellow Data Structures classmate, I recorded detailed notes and diagrams from in-class lectures, interpreted the information, and typed up thorough explanations of concepts, ideas, and data structures as presented by the professor.

ACHIEVEMENTS, AWARDS, & CERTIFICATIONS

Certified SAFe Scrum Master | Scaled Agile Inc.
ISSUED: DEC 2019

Award Recipient | Francine Foreman Women in STEM Scholarship
2019

Dean's List & President's List | University of New Orleans
2017-2018