

EDUCATION

Galvanize, Learning Community for Technology
Full-Stack Software Engineer

San Francisco, CA
April - September 2018

American University, Kogod School of Business
Bachelor of Science in Business Administration

Washington, DC
December 2014

EXPERIENCE

Hilton San Francisco Revenue Management Complex
Assistant Manager Revenue Management

San Francisco, CA
January 2015 - December 2017

- Dynamically managed The Bay Area room inventory and pricing given the ever changing supply and demand environment.
- Conducted monthly and weekly critical analysis based on historical data and current trends within the market to precisely forecast future performance.
- Worked closely with the sales department to assess business to effectively balance all the hotels revenue channels.
- Collaborated on revenue meetings on a weekly basis to discuss performance and make sell strategy adjustments.

The Elizabeth Dole Foundation: Wounded Warriors / Caring for Military Families
Business development analyst

Washington, DC
March - December 2014

- Worked directly with Senator Elizabeth Dole to manage daily functions of the foundation.
- Managed donor database and outreach to maintain communication and clear relationships with donors.
- Researched legislative and public policy to supplement a newly founded congressional caucus dedicated to the 5.5 million volunteer caregivers to American veterans.

New York Hilton
Internship in revenue management

New York, NY
Summer 2013

- Assisted a revenue management team to help maximize revenue and market share in the largest hotel in NYC.
- Researched and formulated a new revenue management philosophy to maximize hotel suite sales which was fully implemented by the hotel management team.
- Worked with the revenue management team to share ideas and implement action plans to maximize revenue across the hotel.

Mint Hotel Amsterdam
Internship sales

Amsterdam, NL
August 2012

- Researched the proper group sales positioning and made recommendation where the hotel should be positioned in the market.
- Performed the duties of manager on duty dealing with guest issues and problem resolution.

Mint Hotel London
Server- SkyLounge Restaurant and Bar

London, UK
May - August 2012

- Organized duties during low and high levels of production to stay ahead.
- Learned to be very productive and organized at a very high volume environment.
- Adapted quickly to a new culture to become more productive.

ACTIVITIES AND MEMBERSHIPS

American University Equestrian Team
President

- Assemble and organized team while managing expense planning and fundraising