

Danilo Russo - CV Summary

Tourism & Hospitality Professional

Focused on Partner Success, Connectivity & Distribution

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Profile Summary:

- 20+ years in the hospitality industry.
- Specialized in hotel connectivity, distribution, and partner success.
- Proven record managing hotel chains and optimizing product strategy.
- Multicultural and cross-functional collaboration.

Current Role @ WebBeds:

- Yield & Product Manager
- Manage competitive hotel deals & optimized availability.
- Build and maintain strong hotel partnerships.
- Support rate updates, allocations & special promos.
- Work closely with Contract Managers & Chains.

Skills:

- Opera Cloud, Fidelio, Tesipro, Channel Managers (Dingus, YieldPlanet, SiteMinder, TravelClick)
- Excel Dashboards, Power BI, MicroStrategy.

- Multicultural communication, resilience, analytical thinking, strategic mindset.