

# Danilo Russo

Tourism & Hospitality Professional - Focused on Partner Success, Connectivity & Distribution

## 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

## Previous Roles

- Contract Manager - Jumbo Tours: Managed multiple TTOO contracts, closed deals across destinations, worked on pricing, planning, and promotions
- Market Manager - WelcomeBeds: Negotiated dynamic & static rates, closed parity issues, handled product quality
- Hotel Revenue Consultant (Freelance): Advised on pricing strategy, OTA parity, distribution, and revenue growth

## Skills

- Hard: Opera Cloud, Fidelio, Tesipro, Channel Managers (Dingus, YieldPlanet, SiteMinder, TravelClick), Excel Dashboards, Power BI, MicroStrategy
- Soft: Multicultural communication, resilience, analytical thinking, strategic mindset

## Why Me

- Strong background in pricing, chain negotiation, and B2B hotel relations

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- Deep technical & commercial knowledge of PMS and extranets
- Results-driven, autonomous, adaptable, and fast learner

## **Why This Role**

- Motivated by long-term partner growth & results
- Can contribute with experience, data-driven execution, and positive energy
- Eager to work cross-functionally to reach goals and empower the chain team

## **Contact**

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