**Daniel Balesteri**

4049 E Ludlow Drive, Phoenix, AZ, 85032

dannyb8787@gmail.com ~ 717.515.7556

### Professional Summary

* University of Arizona graduate with a degree in Business Administration, Marketing, currently running property level sales and operations of an exemplary hotel for PSAV. Mentoring a team, building relationships with clients and hotel partners, and increasing efficiency across labor, equipment, and daily processes.

### Professional Experience

*PSAV***|** Scottsdale, Arizona*November 2019-Current*

Director, Event Technology, Hotel Valley Ho

* Ran property-level sales, sold and executed highly profitable successful events and productions
* Responsible for property finances, maintained and reported on property P&L and budget forecasting
* Created and maintained operational efficiency in daily tasks, while forecasting future equipment and labor needs
* Coached, developed, and scheduled a technical team with emphasis on hospitality and career growth
* Built and developed relationship with hotel partners during transition of in-house companies

*PSAV***|** Scottsdale, Arizona*October 2017-November 2019*

Operations Manager, The Phoenician

* Forecasted expected revenue week by week, maintaining forecast efficiency 6% better than company goal
* Project Managed large events, working side by side with clients on event vision and success
* Upheld strong working relationship between PSAV and hotel, attended hotel internal meetings daily
* Coached and scheduled large diverse team, emphasized hospitality, hotel integration, and maintaining standards

*PSAV***|** Paradise Valley, Arizona*September 2016-October 2017*

Operations Manager, Omni Scottsdale

* Forecasted expected revenue week by week, realized equipment needs, minimized costs and spending
* Improved Guest Satisfaction Scores, worked as one with CS Team for increased survey results
* Established client relationships, was point of contact for all needs, quality-controlled sets
* Scheduled PSAV labor for property and to send out to region, contracted with labor brokers

*Pilot Flying J***|** Knoxville, Tennessee*May 2015-July 2015*

Facility Maintenance Video Specialist - Intern

* Created video library utilized nationwide by all store managers
* Traveled to film at various locations in Tennessee and Georgia
* Produced original soundtrack and reinforced brand within videos

*PassKit***|** Hong Kong, China*June 2014-August 2014*

Marketing Specialist - Intern

* Created various sales pitch presentations to potential clients
* Created several featured animated informative and promotional videos
* Implemented social media techniques and email campaigns

### Business Education

*University of Arizona* **|** Tucson, Arizona*Fall 2012- Summer 2016*

##### Bachelor of Science in Business Administration, Marketing | GPA: 3.096

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* **Honors:** Wildcat Excellence Scholarship Award, Spring 2015 GEICO Case Competition Winner

### References – Contact Information Available Upon Request

Nelson Stickle**| PSAV - Regional Workforce Manager**

Derek Roessler**| PSAV - Associate Director, Project Management, West**

Gregory Neuheisel**| Marriott – Banquet Manager**