Roberto Musumeci

"Proactive, dynamic, analytical and ambitious. Passionate about new technology and lifelong learner. in 2022 I attended a Java Academy on microservices with Spring Boot. I am an amateur long distance runner, and making pizza is one of my favorite hobbies".

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Work experience

Cluster Revenue Manager
Feb 2020 - Sep 2021

Extro Hotels

The project was to create a Revenue Department from scratch. Choice and implementation of the RMS system. Reports automation. Manage revenue strategy (pricing, restrictions, groups displacement analysis, coordinate commercial activities, increase company performance) for the 4 hotels within company portfolio (more than 500 rooms).

Revenue Manager and Data Analyst
Nov 2018 - Oct 2019

Palazzo Matteotti Autograph Collection by Marriott - The Dedica Anthology (former Boscolo Hotels)

Lead the Revenue strategy for Palazzo Matteotti (152 rooms). Define yearly budget Conduct weekly rate strategy meetings. Coordinate and monitor other department activities (Reservation Office, Front Desk, Sales Team) to increase revenue. Analyse data and develop forecasting models that captures the dynamics of demand. Analyse results vs the market through STR report.

Pricing and Data Analyst
Oct 2013 - May 2018

Boscolo Milano Autograph Collection by Marriott - Boscolo Hotels

Lead analysis activities. Ensure inventory is allocated and restricted properly to maximize revenue and profits. Build all rates, packages, and hotel sales strategy information in the hotel systems. Develop and use analytical tools and systems to support Revenue Manager in the strategy. Assist RM in forecast, budget, and Sales Strategy Meeting presentation

Sales Analyst
Oct 2012 - Sep 2013

Boscolo Hotels HQ

Coordinate with the Sales Managers to manage negotiations with corporate customers and consortia through RFP System (Lanyon and MarRFP); Analysis (Excel, SAP BW) of the historical production of room nights and Revenue for each account; database management, corporate rate loading and manage availability through the Opera system; loading rates in the GDS for all the hotels in the Boscolo Hotels portfolio, .

Internship Business Intelligence and CRM
May 2012 - Oct 2012

NH Hotels

Management of major information systems sales and corporate databases (Oracle CRM, Nexus). Support the Sales Team in the management of contracts with local and international verification of compliance with company policy, their integration with enterprise systems. Coordinating communications National / International Sales Team within them.

Education

Java Academy
Jan 2022 - March 2022

King Company

6-weeks academy on java standard edition, jee, MySQL, web application and microservices with Spring, Spring Boot and JPA.

Computer Science
Oct 2020 - present

University of Milan - UNIMI

Computer programming (Go, Java), computer architecture, Maths, Database, Algorithm and Data Structures

Data Science and Machine Learning Bootcamp   July 2018 - Oct 2018

Spiced Academy, Berlin

12-week Data Science coding bootcamp with focus on Python, Supervised and Unsupervised Learning, Deep Learning, Scaling and Virtualization, Visualization, Web scraping, Database Management. Tech stack used: Python, Scikit-Learn, Tensorflow, Keras, PySpark, Flask, PostGres, Docker, AWS, GitHub, Plotly, Pillow, Unix command line.

Tourism Management   Nov 2010 - May 2012

UET (European University of Tourism)

tourism management

Computer Skills

Java, Jee, Spring Boot, MySQL, Python(Pandas, Numpy, Matplotlib). HTML, CSS, Bootstrap., MS Office (Word, PowerPoint, Excel-VBA, Outlook), Sap BW,, MRDW (Marriott Datawarehouse), QlickView.

Other Info

Date of Birth: 17th of August, 1990

Nationality: Italian

English oral/written: Fluent

Personal Data

I hereby authorize the use of my personal data in accordance to the GDPR 679/16 - "European regulation on the protection of personal data".

Summary