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Hiring Manager

Galaxy Gaming

**Re: Application for Director of Inventory & Yield Management**

Dear Hiring Manager,

I'm writing to apply for the Director of Inventory & Yield Management role at Galaxy Gaming (Indeed). While my title history leans technology leadership, my core strength has always been the same: optimize "inventory" (systems, capacity, channels, data), forecast demand, and turn complexity into predictable performance. For 25+ years in hospitality and SaaS, I've built and led teams, created dashboards that drive decisions, integrated third-party distribution-style partners, and kept revenue-impacting platforms reliable, compliant, and moving fast—without breaking what's already working.

In resort and hotel environments, yield management is where strategy meets execution. That's the zone I live in. At UrVenue, I led integrations and enterprise data initiatives (Snowflake/Fivetran) and served as project manager for everything under my purview—translating business goals into

configurations, technical specs, and operational rhythm. Earlier, as CTO/co-founder of goconcierge, I built a hospitality platform used in 1,800+ hotels worldwide, partnering closely with operators and stakeholders to shape workflows, improve utilization, and deliver on SLAs. I'm calm under pressure, direct in communication, and I genuinely enjoy the cadence of weekly performance reviews—numbers, insights, decisions, repeat.

Here's how I'd bring immediate value to your portfolio:

- **Portfolio optimization mindset:** build a clear allocation/pricing/availability playbook aligned to occupancy, RevPAR, and profitability.
- **Forecasting + pace analysis:** create practical dashboards that surface demand signals, booking pace, comp sets, and channel performance—then turn them into action.
- **Distribution/channel connectivity:** deep experience integrating third parties, managing connectivity details, and ensuring systems stay clean and consistent.
- **Systems leadership:** hands-on with data warehouses, APIs, and configuration discipline—so reporting is trusted and rate/inventory changes don't become "surprises."
- **Cross-functional leadership:** I thrive with smart, creative teams across sales, marketing, and operations, and I'm comfortable running structured strategy meetings that produce decisions.

I'll keep the humor appropriate (serious revenue work deserves serious focus), but I do believe culture matters: I'm a solutions-first troubleshooter, a committed family man grounded in Judeo-Christian values, and the kind of leader who will step into the spotlight when accountability is needed—then shine it right back on the team. If you're looking for someone who can bring both rigor and momentum to inventory and yield strategy, I'd welcome a conversation.

Kind regards,

Simon Kaltgrad