

Robert Sudakow



Robert Sudakow
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PROFILE

Experienced Director Of Revenue with a demonstrated history of working in the hospitality industry. Skilled in Catering, Hospitality Industry, Management, Property Management Systems, and Revenue Forecasting. Strong sales professional with a Bachelor of Science in Genetics and Bachelor of Arts focused in Comparative religions from University of Rochester. Preside t of Northern California HSMAI for two years

WORK EXPERIENCE

Revenue Management Specialist 10/2018 – present
RLS Consulting, Greater New York City Area
Revenue Management Consultant

Area Director of Revenue 06/2016 – 07/2018
Kokua Hospitality, LLC, San Francisco, California

Mult Property Dir of Revenue 11/2014 – 06/2016
Stanford Hotels, San Francisco Bay Area

Director of Revenue Management 03/2014 – 11/2014
Davidson Hotels & Resorts

Director of Revenue Management - Multi Property 03/2012 – 03/2014
Hilton Worldwide

Multi Property Director of Revenue Management based out of Hilton Union Square Oversight of:
Embassy Suites Burlingame Embassy Suites South San Francisco Doubletree Burlingame Doubletree San Jose

Director of Revenue Optimization 08/2010 – 02/2012
Destination Hotels & Resorts

Responsible for development, execution, and analytical measurement of strategic and tactical yield in management in conjunction with inventory management to maximize rooms revenue for both Tarrytown House and The Madison through various distribution channels including OTA's, GDS, On-site reservations & Website Yield Management/Forecasting & Budgeting Staff

WORK EXPERIENCE

training/team building Implementation of Ancillary Revenue Program E-Marketing & Social Media Strategy Reservations Management
Transient Sales and Marketing DH&R
Transient Affinity Team DH&R
Strategic Task Force

Director of Revenue Management 06/2008 – 08/2010
Ace Hotel / Atelier Ace

Opening Team for ACE NYC: Opening both the Revenue and Reservations departments from ground in conjunction with design of strategic opening and long term revenue initiatives Responsible for development, execution, and analytical measurement of strategic and tactical yield in conjunction with inventory management to maximize room's revenue for NYC property through various distribution channels including OTA's, GDS, On-site reservations & Website. Development of training program Palm Springs Task Force Development and install of PMS Onsite IT Yield Management/Forecasting & Budgeting Staff training/team building Reservations Management
Transient Sales and Marketing

Director of Revenue Management 04/2006 – 06/2008
Destination Hotels and Resorts
Transition and re-branding of The Madison Hotel Washington DC

Revenue Management Task Force 2008 – 2008
Hamilton Park Hotel & Conference Center
Revenue Management & PMS upgrades

Revenue Manager 07/2005 – 04/2006
Marx Hotel
Revenue and Reservations Manager

Front Office Manager 10/2003 – 07/2005
Hotel Utica

Admissions Counselor 1997 – 1999
University of Rochester

EDUCATION

Bachelor of Science (B.S.) 1993 – 1997

University of Rochester

B.S. Molecular Genetics B.A. Comparative Religion

Bachelor of Arts (B.A.) 1993 – 1997

University of Rochester

Degrees in Comparative Religion and Molecular Genetics

★ SKILLS

Revenue Management

Hotels

Yield Management

Hotel Management

Pre-opening

Hospitality Management

Social Media

Market Analysis

Fidelio

Opera

Forecasting

Budgeting

Inventory Management

Competitive Analysis

Pricing

E-commerce

Strategic Planning

Luxury

Marketing Strategy

Business Strategy

Revenue Analysis

Budgets

Leadership

Hospitality

Micros

Revenue Forecasting

Management

Opening Hotels

Marketing

Strategy

Team Building

OnQ

Property Management Systems

Hotel Booking

Hospitality Industry

Lodging

Food & Beverage

Rooms Division

Resorts

Meeting Planning

Convention Services

Guest Service Management

Pre-opening experience

Hiring

Front Office

Online Travel

Reservation

Catering

Pricing Strategy

Tourism

PUBLICATIONS

♥ VOLUNTEERING

Cyclist

10/2013 – present

AIDS LifeCycle, San Francisco, United States