

Curriculum Vitae

Personal Information:

Marital Status Married
Citizenship Italian
D.O.B. March 11th, 1970
Place of Birth Rome
Address Via Viareggio, 36/38 – 00040 Ardea (RM)
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Work Experiences

- July 2011.. QNT – Bookingblog.com – Firenze (I)
Associate Teacher
Introducing new bees and established professionals into the Hotellerie.
Teaches:
- “Revenue Management 2.0”;
- May 2011.. Alpitour World Hotels & Resorts S.p.A.– Roma (I)
Head of Distribution & E-Commerce
Responsible for Corporate distribution and e-commerce for properties managed and owned by the Company.
- April 2011.. RCHS – Roma (I)
Consulting Company
Hotel Farnesina – Hotel Manager
24 rooms, conference center for up to 70 delegates
Responsible for re-organization of the entire property. Re-launch process, Staff reorganization and Hotel procedures, Revenue Management implementation.
- September 2010/March 2011 Eurostars Hotel Roma Aeterna – Roma (I)
Opening General Manager
144 rooms, conference center for up to 750 delegates.
Responsible for all operations of the new-opening and product launch.
Reporting to the Area Manager
- September 2010 University E-Campus – Roma (I)
Associate Teacher
Economy Course: “Le Intelligenze Manageriali”
- April/September 2010 Radisson Blu es. Hotel, Roma – Roma (I)
Front Office Manager
Responsible for Front Office operations within the property.
Leading 14 human resources. Reporting to GM.
- September 2009 BookingBlog.com – Firenze (I)
Freelance collaboration for Revenue Management articles and Revenue Management implementation training courses.
- July 4th – July 10th 2009 Coppito G8 Summit Hotel, L’Aquila (I)
Hotel Manager
Responsible for 14 Hotels during the 2009 G8 Summit held in L’Aquila.
998 Hotel Rooms, 42 Receptionists, 56 Butlers, 100 Bellboys, 120 Housekeepers

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November 2008/April 2010	Radisson Blu es. Hotel, Roma – Rome (I) Revenue Manager Responsible for Revenue Management of the property within the Reservation Office and the Meeting and Events departments. Leading 8 human resources. Reporting to GM and Director of Revenue Development
September 2008	Lynn University – Boca Raton, FL (USA) Associate teacher for e-learning Hospitality Management courses.
December 2007.....	Luiss Business School – Rome (I) Associate Teacher Introducing new bees and established professionals into the Hotellerie. Teaches: <ul style="list-style-type: none">- “Strategic Pricing and Sales techniques”;- “Marketing & Revenue Management techniques in the Hotel industry”- “Hotel: description of the single roles, duties, functions, relations”.
January 2007/November 2008	Radisson SAS es. Hotel, Roma – Rome (I) Revenue Manager acting as Rooms Division Manager Responsible for Revenue Management of the property within the Reservation Office and the Meeting and Events departments. Leading 8 human resources. Reporting to GM and Director of Revenue Development. As RDM, responsible for Front Office and Housekeeping Department leading more than 40 human resources.
November 2004/January 2007	Radisson SAS es. Hotel, Roma – Rome (I) Revenue Manager Responsible for Revenue Management of the property within the Reservation Office and the Meeting and Events departments. Leading 8 human resources. Reporting to GM and Director of Revenue Development
September 2003/November 2004	Alfa E Hotel S.r.l. – Rome (I) CEO and Project Manager Project Manager of “Alfa E Hotel” multi-platform system for electronic distribution of hotel products, human resources research and training, hospitality IT solutions reselling company. Expertise in web-marketing and GDS strategies and campaigns for individual hotels, loyalty programs, electronic methods of payment. Reporting to Board Committee.
October 2002/September 2003	TCL Travel S.r.l. – Rome (I) Head of International Concierge and Customer Relations Responsible for creation and organization of an International Conciergerie for the project “The Charming Life” within the group International Hospitality Management S.p.A.. Reporting to CEO.
January 2001/October 2002	International Hospitality Management S.p.A. – Rome (I) Revenue and Reservation Manager Call Centre Manager for the hotel chain “The Charming Hotels of the World”. Reporting to CEO.
August 2000/January 2001	The Charming Hotels S.p.A. – Rome (I) Sales Manager Area Centre-South Italy In the mean time Project Manager of the chain booking engine on internet platform interfaced with GDSs. Reporting to Corporate Director of Sales & Marketing.
September 1999/July 2000	Sheraton Roma Hotel & Conference Centre – Rome (I) Sales Executive Area Centre-South Italy

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February 1998/September 1999

Sheraton Roma Hotel & Conference Centre – Rome (I)
Group Coordinator

December 1993/February 1998

Sheraton Roma Hotel & Conference Centre – Rome (I)
Reception and Cashier Clerk and Night Auditor

Studies:

July/December 1992

Oxnard College, Oxnard, California (USA)
E.F.L. Diploma
Final evaluation “A” – with major in “Reading and comprehension of English texts”, “Public speeches”.

February/June 1993

Wall Street Institute, Roma
Basic course of Spanish language.

1983/1988

Istituto Rosolino Pilo, Roma
Accounting Diploma. Final evaluation 42/60.

Training Courses:

May 2011

C.F.M.T. Centro di Formazione del Management del Terziario, Roma (RM)
“Governare l’imprevisto: mindfulness, resilienza ed il coraggio di osare”
“Managing the unexpected: mindfulness, resiliency and courage to dare”

July 2007

C.F.M.T. Centro di Formazione del Management del Terziario, Roma (RM)
“Dal Time Management al Life Management”.
“From Time Management to Life Management”.

June 2007

The Rezidor Hotel Group, Rome
“Basic Revenue Management Principles”

November 2006

The Rezidor Hotel Group, Frankfurt
“LOTS – Logical Thinking System”

November 2005

Rezidor SAS Hospitality, Rome
“OJS On the Job Skills Trainer Program”

November 2005

Rezidor SAS Hospitality, Rome
“MPI – Meeting Professional International Training”

May 2005

Rezidor SAS Hospitality, Rome
“Yes I Can! – Delivering the Promise”

January 2005

Rezidor SAS Hospitality, Nice
“Revenue Management Foundation”

June 2004

Ideamanagement Assessment School, Milano (MI)
“La contabilità del capitale umano d’impresa”.
“The Accounting of the Human Resources Capital in the Enterprises”.

February 2004

C.F.M.T. Centro di Formazione del Management del Terziario, Roma (RM)
“Check-up del profilo e delle competenze delle risorse umane”.
“Human Resources’ check-up of profiles and competences”.

February 2004

C.F.M.T. Centro di Formazione del Management del Terziario, Roma (RM)
“Accademia delle Capacità – L’orientamento ai risultati”.
“Capabilities’ Academy – Targeting Results”.

July 2001

C.S.T. Centro Italiano di Studi Superiori sul Turismo e sulla Promozione Turistica, Università di Assisi.
Course of Tourism Marketing

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February 2000

Starwood Hotels & Resorts
“Sales Negotiations” course.

February 1998

Sheraton Roma Hotel & Conference Centre
Yield & Revenue Management course “Shermax Yield & Revenue Management”.

February 1997

Sheraton Roma Hotel & Conference Centre
“Progress through people – optimization course for customer satisfaction”.

Languages:

Italian:

mother tongue;

English:

written: excellent; spoken: excellent.

Spanish:

written: scholastic; spoken: scholastic.

French:

written: scholastic; spoken: scholastic.

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