

# DAVIDE CANNATA



## Language proficiency:

ITALIAN: native.

ENGLISH: full professional.

SPANISH: full professional.

PORTUGUESE: fluent level.

FRENCH: conversational level.

*I have a people-oriented personality, strongly oriented to sales and able to analyze companies' data and market trends in the tourism and hospitality sector. I gained experience worldwide in Hotel guest Management, Luxury tourism, and B2B International Travel Markets.*

## MY JOB EXPERIENCES

**Hotel Management, Sales & Marketing Consultant** *for independent Hotels in Sicily from September 2019 to date.*

**External Professor – Seminars,** *From 2017 to date at:*

*- Università degli studi di Roma Tre*

**General Manager** , *from April 2022 to date at:*

*- Upstays Tour Operator srls*

**Operations Manager** *from February to September 2019 at:*

*- Bus2Alps, Tour Operator based in Switzerland.*

**Hotel Manager,** *from 2016 to February 2019 at:*

*- Crossing Condotti , Rome*

**Head of Marketing & Direct Sales on board Costa ships** *from 2014 to 2016*

*- On board Costa Crociere cruise ships, worldwide.*

*In 2015 I made – selling future cruise packages directly on board – revenues for 600.000 Euro exceeding substantially the sales target.*

**Talent Acquisition & Global recruiting trainee** *from March to October 2014.*

*- Costa Crociere spa offices based in Genoa.*

## **Consultant in a EU funds facilitation consultancy** *from 2012 to 2014*

- Milestone Management Srl: Palermo (Italy)

## **Tourist Entertainment Office Coordinator,** *from April to October 2012:*

- Hidalgo Animazione: Rimini, Italy

## **Tourist Entertainer: Tennis trainer and Sport activities coordinator** *on summer seasons from 2006 to 2009:*

- 4 Star Hotel: "Acacia Resort", Campofelice di Roccella, Palermo, Italy
- "La Pineta Camping" (San Vito lo Capo, Trapani);
- AcquaPark: "Scivolandia" (Cammarata, Agrigento).

## **MY EDUCATION** (E.Q.F. 7 )

### **Master's degree in Tourism Economics and Management - Alma Mater Studiorum di Bologna, Campus di Rimini.**

- All courses, exams and dissertations were in English.

- Highly focus on Hospitality revenues.
- Micro and Macro Economics in Tourism,
- Great skills on econometrics software such as Stata corp.

### **Graduated in Economics and Management of Tourism Services**

Università degli studi di Palermo.

- Economics, Management, Statistics, Organization of tourism companies,  
History of Art, English and Spanish for tourism

### **Erasmus experience in Malaga, Spain, 2011 - Escuela Superior de Turismo.**

During the University degree I had the chance to attend classes and exams of Sociology of Tourism, Organization of HR and Organization of tourism companies.

## **SKILLS**

- **Smart, efficient and proactive person!**

## **REFERENCES**

Available upon request.

"Autorizzo il trattamento dei miei dati personali, ai sensi del D.lgs. 196 del 30 giugno 2003"

*Firma*

Palermo, 12.09.2022