

Alexander

FEOLI

Nationalities

Costa Rican | Italian

Contact

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LinkedIn

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CORE COMPETENCIES

Functional

Cvent | Opera | Adaco | Delphi
Social Tables | Microsoft Office

Interpersonal

Adaptability | Affable Character
Quality Oriented | Analytical
Emotional Intelligence

Accolades

Marriott Luxury Series Sales & Service Foundations Cert.
The Ritz-Carlton Leadership Development Program
Chair of Community Footprints
Mystery Shop Award of Excellence
Five Star Award Winner
Lighting Strike Achiever
Certified Supplier by Cvent Services
Walt Disney World ICP
QPR Suicide Prevention Training

PERSONAL INTRO

I conduct my life by the quote "Be who you needed when you were younger". This encourages me daily to be a positive influence for myself and those around me

I will maximize the value of the team by developing their strengths for the benefit of each individual and the company; translating in optimal financial results

ACADEMIC BACKGROUND

University of Central Florida | 2014

Master of Science in Hospitality Management

Cornell University | 2021

Brand Management Certificate

Project Management Certificate

Languages

Spanish | Native Language

English | 100% Spoken and Written

Italian | 50% Spoken and Written

WORK EXPERIENCE

- *Head of Conference Production*

2022 - Present Opal Group

- Manage the production, planning and execution of 15+ conferences per year within the Human Resources & Tech Division of Opal Group
- Responsible for a \$2.5M Revenue Goal

- *Conference Producer - Manager*

2021 - 2022 Opal Group

- Conduct pertinent research for the development of new events
- Effectively design and execute 5+ Events per year
- Partner with Delegate Acquisition to secure the best attendees
- Oversee the Social Media strategy for maximum reach

- *Group Sales Manager*

2019 - 2020 Hotel Arts, Barcelona

- Responsible for the markets of Latin America, United States and Canada with a yearly goal of 6.8 million Euros in room revenue

- *Meetings & Special Events Planner*

2016 - 2019 The Ritz-Carlton, Grand Cayman

Design, plan, coordinate and execute social and corporate events of up to 1000 attendees. Maximizing revenue through up-selling strategies while maintaining a strongly engaged relationship with the clients