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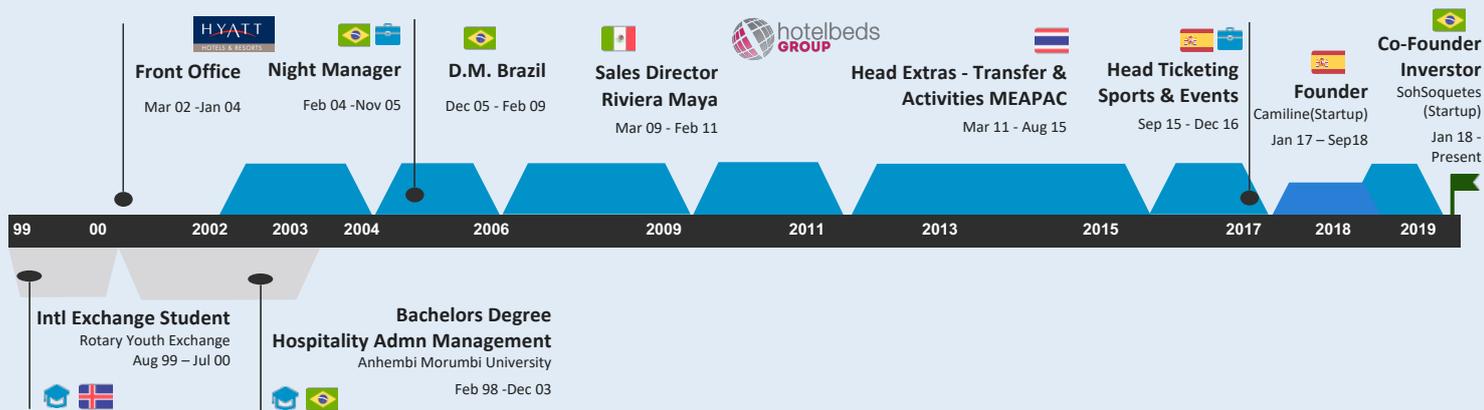
Palma de Mallorca
Spain



NICE TO MEET YOU!

Travel and Sales are my passion. I am a successful professional who has been enjoying and helping companies to develop business worldwide. Keen to return to Industry following a short break to build own project and spend time with the family. Combines extensive industry expertise, able to significant cost reductions by renegotiating suppliers & implement methods without affect RH rating. Maximizes profits & focus on delivering and overachieving the targets while keeping efficiencies.

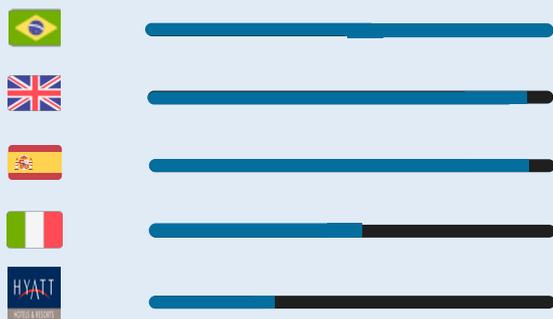
What's My Story



Strengths

Team Work & Leadership | Self - Driven | Sales & Negotiation | Communication | Decision Making | Open Minded | Analytical

Languages



Interests



References



Mr. Fabio Nonato
 Director of Operations
 Grand Hyatt Playa del Carmen
 fabio.nonato@hyattintl.com
 Relation: Former Superior

Mr. Luis Sanchez
 Founder
 ProcessingSmart.com
 luissanchezpieadraita@gmail.com
 Relation: Colleague.

Mr Nino Jotikasthira
 M.D. Thailand
 Hotelbeds Group
 nino.j@destinationsservices.com
 Relation: Colleague & Former owner of Turismo Asia.

Miss. Laura Orellana
 H.R. Business Partner
 Hotelbeds Group
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 Relation: Colleague & HR Partner.

Mr Alejandro Rodriguez
 Business Development MEAPAC
 Hotelbeds Group
 alex.777@aol.com
 Relation: Former Superior

Worldwide Experience



Professional Experience



Jan 18 – Present
SohSoquetes (Startup)
Co-Founder-Investor

- Settle the lighting business, dedicated to manufacturer/ import & sell.
- Research for products in China, to resell it in Brazil.
- Manufacturer an exclusive wood "recycles" product line of lighting in Brazil.
- Implement sales strategy to both Retail and end consumer clients (Marketplace included).

Key Achievement: Build a strong team of 30 Sales executive and expand the brand through Brazil territory.



Sep 15 – Dec 17
Hotelbeds Group
Head of Ticketing Sports & Events

- Develop the Global Contracting plan for the Ticketing sports & Events, together with Regionals manager.
- Work with the Sales Team on commercial strategy, including seasonal & match ticket pricing models, to ensure that we have maximized our potential and everything is delivered seamlessly.
- Support the IT team with the development of Key suppliers' integration.

Key Achievement: Created and craft a detailed map of Key products & suppliers globally and implemented actions to the key client's by market.



Mar 09 – Feb 11
Hotelbeds Mexico
Sales & Service Director,
Cancun & Riviera Maya

- Hire and train a team of over 120 sales representatives to maximize sales for activities excursions.
- Maximize profits and control costs, research, analyze, and develop project plans.
- Implementation of innovative strategy for the "Tour Desks" in hotels in the destinations.
- Identify new business opportunities to grow sales and improve service quality

Key Achievement: Implementations of new "Reps method sales" which led us to grow of 175% in O.M. on first year.



Feb 04 – Nov 05
Grand Hyatt Sao Paulo
Night Manager

- Responsible for night operation and audit of this 5 star 466-room hotel.
- Reporting directly to the Board Members on any unusual occurrences or problems arising.

Key Achievement: Become one of the youngest Night Manager at 23 years age of a 5-star Hotel at Sao Paulo City.



Feb 17 – Sep 18
CamiLine (Startup)
Founder

- Settle a business in UE, dedicated to import & sell.
- Research for suppliers & electronic products in China, to resell the goods in Europe.
- Develop a process of Q&C to reduce the risks of return/repairing.
- Implement sales strategy to both Retail and end consumer clients (Marketplace included).

Key Achievement: In the first year of operation, have successful reach sales revenue of 100K€, majority incoming from on-line sales.



Mar 11 – Aug 15
Hotelbeds THAILAND
Head of Transfer & Activities, Middle
East & Asia Pacific (MEAPAC)

- Responsible to develop the "off-line" business segment for tours and activities in destinations.
- Actively engaged in all aspects of the Hotelbeds rebranding process in Thailand, Indonesia and Malaysia upon post-acquisition of Turismo Asia & Pacific World.
- Hire and train a new team of over 80 sales representatives to achieve sales targets in the destination.
- Negotiation with hotels in destinations to implement "Tour Desks" at the properties.
- Spearhead the direction of the new online platform of Transfers & Activities business in the MEAPAC region.
- Optimize profitability through intelligent and effective pricing strategies to connect to over 50,000 B2B/B2C clients globally.
- Review and negotiate the product portfolio for both businesses.
- Develop sales and customer services project plans for the top/key clients.

Key Achievement: Successfully led a sales team, brought on board over 300 suppliers on Transfers & Activities online platform within 6 months and generated over 1,5 million Euros in revenue with a grow revenue by over 250% Year on Year.



Dec 05 – Feb 09
Hotelbeds Brazil
Destination Manager Brazil

- Being part of Management team that pioneered Hotelbeds growth in Brazil.
- Responsible for daily operations of the company including managing cash flow, sales and operations flight charters, cruise handling, MICE, Tours, and packages.
- Hired, trained and supervised Contracting, Reservations and Operations teams.
- Implement the contracting strategy for hotels and tour suppliers to increase the product portfolio for both on-line and off-line segment
- Streamline workflow process through the proposal of solutions that enhance productivity and operation efforts

Key Achievement: Bring new type of business agreement to the company as such Cruise, Roundtrip and Charter operations.