



**JACOPO PENDOLA**

25/10/1987

Manager with wide experience in Pricing and Revenue Management, currently leading a team with the responsibility of Company's revenues on all fleet.

I'm attending a Master of Business Administration (MBA) at ESCP Europe, part of the Talent Development Company program.

## EXPERIENCE

**Director of Revenue Management** – Costa Crociere S.p.A. (2019 – Present)

With focus on business innovation and talent management I lead all revenue management teams responsible for optimizing prices and occupancy on all fleet, program and markets

**Head of Revenue Management Long Term** – Costa Crociere S.p.A. (2016 – 2019)

Leading a team of analysts with focus on long term period revenues optimization. Strongly focused on people I'm committed to identify and develop analytical and managerial talents, support them to boost their soft skills and data-driven decision making abilities

**Senior Revenue Management Analyst** – Costa Crociere S.p.A. (2015 – 2016)

Responsible for maximizing revenues performances of main programs and markets while tutoring and coaching junior analysts to quickly master the role

**Market and Pricing Analyst France** – Costa Crociere S.p.A. (2013 – 2015)

Responsible for the performance of France Market on all programs in order to achieve the maximization of revenues and occupancy. Daily interaction with Paris office acting as focal point between local market and HQ

**Pricing and Revenue Management Analyst** – Costa Crociere S.p.A. (2012 – 2013)

Defining optimal pricing positioning and identifying special fares/promotions for Costa's product across world wide markets and available sales channels for the departures assigned

## EDUCATION

**ESCP Europe - MBA** (2016 - Present)

**University of Genoa - Master's degree in Business Administration, Audit and Finance** (2009 -2012), 110/110 with honours

**University of Genoa - Bachelor's degree in Business Economics** (2006 -2009), 106/110

**Accountancy Qualification** (2001 -2006)

## Languages and Technical Skills

**Italian** native, **English** C1, **French** B2, **Spanish** B1

Proficient in **Excel** (data modelling and big data) and **Power Point**

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