



Thierry-f PECORELLA General Manager

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Upscale & Luxury Hotels

Operational Excellence

Hotel Opening

Business Development

Motivational Techniques

Accomplished and growth-focused professional with over 15 years of success leading luxurious hotels, driving revenue growth and maximizing guest satisfaction.

Recognized for promoting effective governance and positive change that improved operational efficiency, cost savings, and profit margins. Proficient in improving inventory control, revenue per available room (RevPAR), market share, and pricing structure. Charismatic leader with success in establishing, maintaining, and improving hotel's image within highly competitive markets through customer-centric marketing initiatives. Stellar mentor of employees with proven success developing KPIs, implementing motivational techniques, and building a goal-oriented working environment

Experiences

General Manager

Hotel Bowmann Paris - Since 2022



- Setting up a new high-performing management team
- Structuring the hotel to the codes of luxury
- Definition and management of financial management resources
- Definition and implementation of the employer brand
- Implementation of sales, deployment and monitoring processes

General Manager

Ultima Courchevel - 2020 to 2021



- Ultra-Luxury Resort designed by Ultima Collection comprising 13 residences, two world-class spas and a restaurant with scenic views in the most exclusive and sought-after ski destination in the French Alps.
- Management of the pre-opening, coordination of works with the project manager, positioning of the property within the Courchevel destination, implementation of standards, recruitment of management and teams
- Oversee wide range of functions, including pre-opening, project management, property positioning within the Courchevel destination, regulatory compliance, and recruitment.

Cluster General Manager

Radisson Blu Lyon & Cour des Loges - 2016 to 2020



- Lyon - France

- Planned, managed, and successfully completed Pre-opening process and hotel re-opening after 33 months closure for a full renovation. Delivered leadership and direction for strategic planning, process improvements, pricing strategies, inventory control, and people management, ensuring profitable business growth.
- Identified areas of improvement and implemented best practices, boosting revenue.
- Developed and rolled out operational processes and business development strategies, resulting in generating +28% total revenue, +107% GOP, and +28% TrevPar growth after 3 years opening.
- Enhanced guest satisfaction levels and improved organization's image by refining service delivery standards.
- Accomplished all significant challenges associated with the management of a 60 Rooms and Suites 5* Boutique Hotel, restaurant Les Loges 1* Michelin, Café Epicerie, Bar Fumoir with 300 Sqm Conference & Banqueting, Spa.
- Maximized occupancy through conversion and rebranding of Cour des Loges by Radisson Collection.

Skills

Hotel Management

Operational Excellence

Customer Satisfaction

Revenue Growth

Finance Management

Business Ethics

Building & Leadership

Preventive Maintenance

Coach

- Certified Mentor - trainer of future GM
- Growing Talent

Fluent in 3 European Languages

- French and Italian : Mother tongues
- Fluent in English

General Manager



Radisson Blu Hotel Toulouse Airport - 2012 to 2016 - Blagnac - France

- 200 Rooms & Suites - Restaurant & Bar - 700 Sqm Conference Centre - 1000 Sqm interior Patio - Spa
60 employees
- Managed multi-disciplinary team of 60 people, overseeing operations for a 200 Rooms/Suites, Restaurant with 700 Sqm Conference Centre and 1000 Sqm interior Patio - Spa.
- Through the development of the hotel quality and competitiveness, positioned the property as a leader in MICE business and achieved +7.5% revenue growth and +15% RBE in 3 years.

General Manager



Radisson Blu Hotel Aix les Bains & Résidence Les Loges du Park - 2010 to 2012 - Aix les Bains - France

- 102 Rooms & Suites and 70 residences
- Spearheaded wide range of functions, including sales, people management, and revenue growth with focus on service excellence and maximum guest satisfaction rate. Led cross-functional team of 40 employees with focus on streamlining end-to-end operations.
- Recognized as subject matter expert; repositioning hotel and residence within comp set, enforcing company operational standards, and converting the properties in profitable business.

Operations Manager & Director of Sales & Marketing



Radisson Blu Hotel Nice - 2005 to 2010 - Nice - France

- 331 Rooms & Suites - 1500 sqm Conference Centre - 2 restaurants - Private Beach
- Triggered significant increase in sales by devising effective sales strategies and initiatives.
- Held accountable for operational departments, including revenue, sales, and marketing.
- Planned, managed, and executed a huge renovation program ended in 2004, reposition the hotel within markets, grow RevPAR and reach ROI for 331 Rooms and Suites with 1500 Sqm Conference Centre.
- Boosted productivity of sales and marketing team by identifying competency gap issues and executing effective training session.
- Devised sales action plan in MICE key European and International markets and leisure high contribution networks.
- 120 Employees

Director of Sales & Marketing



Le Méridien Garden Beach - 2002 to 2005 - Juan les Pins - France

- Creation of a successful Yield & Revenue team, a meetings & events department and a wide coverage marketing tactical plan.
- 175 Rooms & Suites - 500 Sqm Conference Centre - Private Beach - Spa
- 10% Revenue Growth in three years

Sales Manager



Forte - Le Méridien Hotels & Resorts - 2000 to 2002 - Milan - Italy

In charge of MICE Key Accounts - Italy

Education

Cafetier Diploma

PCTN, Onex - Switzerland

Since June 2021

Patente for canton of Geneva - LRDBHD

GMP

Cornell University, Ithaca US

General Managers Program

Bachelor's Degree in Geography

Faculty of Arts Nice Sophia Antipolis

BTS Tourism

**Hotel Management & Tourism School
Nice Paul Augier**

Advance Level

Secondary School Massena Nice

Sales Manager

Radisson Blu Garda Lake Resort - 1999 to 2000 - Lake Garda - Italy

- 85 Suites
- In charge of commercial development and marketing