



Olivia Carter

A hospitality business development manager with eight years of experience driving revenue growth for luxury hotels and resorts. A strong history of overseeing strategic partnerships, guest loyalty programs, and high-end event planning.

CONTACT

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KEY SKILLS

- Luxury hospitality sales
- Corporate partnerships
- Event and conference management
- Client relationship building
- Revenue growth strategy

PROFESSIONAL EXPERIENCE

Hospitality Business Development Manager | Grand Luxe Resorts, Las Vegas, NV | September 2018 – Present

- Secured partnerships with Fortune 500 companies, increasing event bookings by 40% and generating more than \$12 million in annual revenue
- Launched a premium guest loyalty program that boosted repeat bookings by 25% within two years
- Developed high-end corporate retreat packages, resulting in a 30% increase in luxury suite occupancy rates

Sales and Marketing Coordinator | Prestige Hotels, Las Vegas, NV | April 2016 – September 2018

- Conducted targeted marketing campaigns that increased group bookings by 35%
- Established relationships with international travel agencies, expanding clientele from Europe and Asia
- Led VIP guest engagement strategies, improving guest retention by 20%

EDUCATION

Bachelor of Science (B.S.) in Hospitality Management
University of Nevada, Las Vegas, NV | January 2010 – March 2016

CERTIFICATIONS

- Certified Hospitality Business Development Executive (CHBDE), American Hotel & Lodging Association, January 2016