

JUAN MIGUEL RIVERA PECUNIA

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EXPERIENCE **Director – Revenue Management**

Domio, Inc.

New York, NY

January 2018 – Present

- Responsible for price strategy and revenue growth in all product segments, distribution channels and ancillary streams for the company.
- Increased unit revenues 3x by implementing inventory control optimization, dynamic pricing structures & diversifying channel segmentation.
- Developed and scaled the Revenue Management team while increasing productivity and team morale.

Project Leader

CSPA Hospitality Group, Inc.

San Juan, PR

September 2016 – December 2017

- Responsible for overall project execution raising \$7M in equity and SBA real estate financing.
- Negotiated and optioned 56-room Comfort Inn San Juan to convert into independent boutique hotel.
- Developed financial and operating model for projected capital expenditures, balance sheet, cash flows, revenues & IRR.

Manager – Pricing & Yield Management

FlightCar, Inc.

San Francisco, CA

November 2014 – October 2015

- Lead a team of three analysts responsible for revenue optimization achieving a \$27M run rate in 150 days.
- Developed XLS/SQL models including pricing-elasticity, revenue visualizations & market share analysis.
- Managed implementation projects for 12 distribution channels including Sabre, WorldSpan and Kayak while expanding network from 3 to 17 nationwide locations.

Team Leader – Pricing & Revenue Management

Virgin America Inc.

San Francisco, CA

January 2013 – November 2014

- Responsible for daily revenue reporting to senior leadership and daily booking trends reporting for internal team.
- Performed multiple ad-hoc and scrum analysis making recommendations in support of revenue initiatives which led Virgin America's first full year of profitability with a \$155M improvement.
- Produced RASM, yield and load factor forecast for company's annual budget process.

Senior Analyst – Revenue Management

Delta Air Lines, Inc.

Atlanta, GA

January 2010 – January 2013

- Managed a revenue portfolio totaling \$650M including Delta's 6th largest domestic route.
- Through revenue optimization produced a profit of \$63M representing a \$21M increase year-over-year despite a 6% increase in cost.
- Responsible for maintenance of several departmental reports and participated in various pricing and revenue management initiatives.

EDUCATION **University of Dayton**

Dayton, OH

Bachelor of Science in Industrial & Electrical Engineering

Class of 2009

SKILLS **Languages – Fluent in English & Spanish**

Software – Microsoft Office Suite, ProModel, SQL, Tableau