

Marcus Feijo

([REDACTED]) · marcius.feijo@gmail.com
[REDACTED]

Versatile professional with over years of dedicated experience in sales, negotiations, results analysis and report analysis, revenue management, contracting management, and collaboration contributing to the growth and success of diverse organizations globally.

Experience:

DaSaelle, West Palm Beach, USA

Business Partner – Sales, Revenue & Operations

June 2024 – Present

- Manage end-to-end operations and sales strategy for an e-commerce apparel brand, including inventory, fulfillment, customer experience, and revenue optimization across direct and marketplace channels.
- Spearheaded successful launches on Amazon and Walmart Marketplace, overseeing product listings, pricing, and performance tracking to drive growth and brand visibility.

Enterprise Mobility, London, UK

Revenue Management Specialist

October 2022 – June 2024

- Designed innovative analytical tools, increasing team efficiency and supporting strategic decisions.
- Implemented dynamic pricing strategies, achieving revenue growth across nine countries.
- Analyzed market trends to adjust pricing strategies, optimizing revenue in high-demand areas.
- Consistently exceeded key performance indicators (KPIs) winning the Q3 2023 and Q1 2024 better performance in the company.
- Responsible for the management of different countries in the EMEA

Cheval Collection, London, UK

Revenue and Reservations Coordinator

October 2021 – October 2022

- Managed pricing and inventory across distribution platforms, ensuring rate parity and maximizing revenue.
- Conducted competitive market analysis to optimize occupancy and increase revenue by 30% over 12 properties.
- Spearheaded the launch of the company's first property outside the UK, adapting strategies for currency variations.

Despegar.com(Decolar Brasil), Rio de Janeiro, Brazil

Market Manager

March 2021 – October 2021

- Led strategic negotiations and implemented campaigns for multiple brands under Decolar.
- Surpassed post-pandemic recovery targets, demonstrating adaptability and resilience.
- Worked directly in the integration of the Best Day Travel Group
- Recruited and mentored a successor, ensuring a seamless transition upon departure.

Best Day Travel Group, Rio de Janeiro, Brazil

Senior Supplier Manager

January 2020 – March 2021

- Negotiated hotel contracts across multiple Brazilian destinations, achieving operational excellence during the pandemic.
- Maintained strong partnerships with hotels, ensuring consistent service quality and revenue growth.

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Abreu Online, Rio de Janeiro, Brazil

Contract Manager

July 2016 – January 2020

Revenue Manager/Product Manager

February 2016 – June 2016

- Increased the performance in my destinations by over 30% each year
- Rapid Advancement to Contract Manager: Achieved a remarkable milestone by securing promotion to Contract Manager within an astonishingly swift five-month timeframe.

Costa Cruceire, Rio de Janeiro, Brazil

Meet & Greet

December 2015 – March 2016

Green Food Salad & Fit, Rio de Janeiro, Brazil

Business Development Manager

May 2015 – December 2015

JRM Import, Rio de Janeiro, Brazil

Managing Director

January 2012 – December 2014

Flowers Consulting, Rio de Janeiro, Brazil

Site Acquisition and Negotiation Specialist

March 2011 – December 2011

Nextel, Brasilia, Brazil

Sales Manager Consultant

February 2009 – January 2011

Excentric Express 2000, Rio de Janeiro, Brazil

Business Development Manager

June 2005 – December 2008

Education:

University Federal Rural do Rio de Janeiro, Brazil

Bachelor of Tourism, 2019

Unicesumar, Brazil

Bachelor of Marketing, 2020

Languages:

Portuguese(Native)

English(Fluent)

Spanish(Fluent)