

Manuel Gloria

Phone: +44 7375947230 – Email: mgloria1@sheffield.ac.uk



Summary

After four years spent in private industry, mostly working on pricing strategies and revenue management, I progressively realized that studying economics was my greatest ambition and eagerness, hence I decided to quit my job to pursue an academic career. For this purpose, I am now completing a MSc in Economics and I am trying to obtain a Phd position for Autumn 2018. In doing so, I try to combine my analytical and mathematical skills with a strong interest and curiosity for economic and social issues. Several experiences abroad had allowed me to develop flexibility, dynamism and to enjoy international environments.

Academic Interests

Open Economy Macroeconomic Models, Monetary Economics, European Union Macro Policies, Long Run Growth and TFP.

MSc Economics – from 09.2017 to 09.2018 (University of Sheffield, UK)

Current average mark: 80.5

Exams completed (1st term)

Macroeconomic Analysis	80
Modern Theory of Banking and Finance	75
Microeconomic Analysis	88
Econometrics	79

Second term exams

Monetary Economics
Public Economics
International Money and Finance
Applied Macroeconometrics

GRE Scores (taken on 16/01/2018)

Verbal Reasoning
158/170

Quantitative Reasoning
161/170

Analytical Writing
4.0/6.0

Previous Education

2010 - 2012, Torino (Italy): **Master Degree - Tourism Economics and Management** - University of Turin - final grade: 109/110

02.2011- 07.2011, 6 months, Sydney (Australia): Exchange student at **University of Technology - Sydney - Australia**

2006 - 2009, Torino (Italy): **Bachelor Degree - Tourism Economics and Management** - University of Turin - final grade: 105/110

09.2007- 07.2008, 11 months, Coimbra (Portugal): Exchange student at **Universidade de Coimbra – Portugal**

Languages

Italian - Mother tongue

English – Advanced

Portuguese – Intermediate

Spanish – Basic/Intermediate

Ielts Scores (taken on 15/07/2017) – Overall Score: 7.5 (CEFR level: C1)

Listening	7.5	Reading	8.5
Writing	6.5	Speaking	7.5

IT skills

Applications: Microsoft Office suite, Internet browsers, Stata.

Programming Languages: SQL basic.

Main Work Experiences

- **Enterprise Holdings** - from 01.2017 to 08.2017 – 8 Months (Greater London, UK)
Business: **Car Rental** – Role: **Revenue Manager**

Pricing and capacity strategies and optimization, through management of multiple variables (source market, length of rental, car class), and based on demand forecast. Implemented a new set up for the Italian market moving from eight macro areas to thirty-five single locations with a 39% YOY accumulated revenue growth. Led a project aiming to create a 365 days pricing tool.

- **Expedia Inc.** - from 07.2016 to 12.2016 – 5 Months (Milano, Italy)
Business: **OTA** – Role: **Market Associate**

Business development through the acquisition of new properties by promoting the full product suite and initiatives. Rates and availability competitiveness optimization, conversion maximization and promotional offers management among my main responsibilities.

- **Alpitour World** - from 04.2015 to 07.2016 – 1 year, 4 Months (Torino, Italy)
Business: **Tour Operating** – Role: **Revenue Manager**

Revenue manager of a charter flights and hotels portfolio (Canary Islands and South Italy). Implemented with the team RM processes new in the TO industry. I supported the development of an in-house package revenue management system and of an in-house hotel RMS.

- **Starwood Hotels & Resorts (Four Points by Sheraton)** - from 01.2014 to 04.2015 – 1 year, 4 Months (Milano, Italy)
Business: **Hospitality** – Role: **Revenue Management Analyst**

Independently took over after a couple of months the revenue management processes of the hotel, ensuring the daily revenue optimization through rates, inventory and restrictions management. I implemented for the first time in the hotel a forecast process.

Interests

Economics, International Relations, Politics, Hiking, Volunteering, Literature.