



Speaker Bio



Kristi White
Director of Revenue Optimization
TravelCLICK Inc.

Expertise: Revenue Management

An industry veteran, Kristi leads one of the most unique organizations within TravelCLICK, the Revenue Optimization Team. Her team is dedicated to providing personalized attention to TravelCLICK's iHotelier Central Reservations customers to maximize each hotel's transactions revenue through best practices in marketing and distribution. Kristi advises hundreds of hotels across the globe on their business strategy, improving hotel performance and overall profitability.

Kristi has more than 20 years of experience in the hospitality industry with positions ranging from Front Office Operations to Regional Director of Sales at independent and flagged hotels. Before joining TravelCLICK, she built and managed a Revenue Management organization with Vantis Corporation, where she was responsible for growing hotel performance for their 1,000+ hotel portfolio.

A recognized expert in her field, Kristi is a frequent speaker on revenue management and distribution at industry conferences and hospitality schools. She is also a member of the Board of Directors for the Revenue Management Special Interest Group of the Hospitality Sales and Marketing Association (HSMIA). Kristi holds a B.A. in Political Science from Louisiana State University and a Certified Hospitality Sales Professional and Certified Hospitality Supervisor certification from the American Hotel and Lodging Association.

Corporate Headquarters - Chicago

Tel: + 1 847 969 0820

www.travelclick.net

Europe Office - Barcelona

Tel: + 34 93 520 80 08

info@travelclick.net

Asia Pacific Office - Melbourne

Tel: + 61 3 9699 9969