

Duetto x SHATEC

Course Description

Our upcoming **Fundamental Revenue Management** course is designed to equip you with the knowledge and strategies needed to maximize your revenue, understand your customers, stay ahead of the competition, and gain hands-on experience in using one of the world's most popular revenue management systems, Duetto.

In this comprehensive course, you will delve into the core concepts of revenue management, including key performance indicators, customer segmentation, market positioning, pricing strategies, and more. Additionally, you will gain valuable hands-on experience in using [Duetto](#), one of the world's most popular revenue management systems. Learn how to navigate and utilize this powerful tool to optimize your revenue strategies.

Whether you are a seasoned professional looking to refresh your skills or a newcomer seeking to establish a strong foundation in revenue management, this course is tailored to meet your needs. Our expert instructors from [Duetto](#) Revenue Management Solutions will guide you through each topic, providing you with practical knowledge and strategies that can be immediately applied in your organization.

Don't miss this opportunity to gain a competitive edge in the world of revenue management. Join us on this exciting journey to unlock your revenue potential, and take the first step towards achieving your business goals.

Sign up today and be part of a community of professionals dedicated to mastering the art of revenue management. We look forward to seeing you on the path to success!

Our Expert Instructors



André Santos

Director of Hospitality Solutions, EMEA, Duetto

Experienced Revenue Manager with 9 years of experience in the industry. A skilled professional in Revenue Management and Data Science with a passion for driving growth in the hospitality sector. Proven track record of success in implementing data-driven solutions to improve revenue and optimise guest experiences. Committed to staying current with industry trends and leveraging cutting-edge technologies to drive success.



Jeong Pyon

Director of Hospitality Solutions, APAC, Duetto

Jeong Pyon joined Duetto in April 2022 as Director of Hospitality Solutions. As a member of the Sales division, Jeong helps hotels understand how they can utilize the various solutions in Duetto to achieve their revenue goals.

Since graduating from Glion Institute of Higher Education with a degree in Hospitality Finance and Revenue Management, Jeong has worked in various hospitality revenue management roles, including Marriott corporate office in Bethesda, a small, boutique Relais and Chateaux property, an airport hotel, resorts, casino hotels, convention hotels, hotel openings, and Forbes 5 star hotels across North America and APAC.

About Duetto

Duetto delivers a suite of SaaS cloud-native applications for hospitality businesses to optimize every booking opportunity for greater revenue impact. The unique combination of hospitality experience and technology leadership drives Duetto to look for innovative solutions to industry challenges. The software as a service platform allows hotels, casinos, and resorts to leverage real-time dynamic data sources and actionable insights into pricing and demand across the enterprise.

More than 4,000 hotel and casino resort properties in more than 60 countries have partnered to use Duetto's applications, which include GameChanger for pricing, ScoreBoard for intelligent reporting, and BlockBuster for contracted-business optimization.

In both 2022 and 2023, Duetto was named the world's #1 revenue management system in the [HotelTechAwards](#).

For more information, please visit <https://www.duettocloud.com/>.