**John L. Fernandez**

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**Career Summary:**

Outstanding experience of working closely with the revenue management team and corporate director. Vast abilities in setting feasible rate strategies, handling inventory, and checking market demand. Highly skilled in developing metrics, creating and analyzing reports, and implementing strategies. Demonstrated skills in observing, and monitoring revenue. Adept in critical thinking, reducing costs, and increasing profits.

**Summary of Skills:**

* Strong knowledge of business finance and revenue management
* Excellent understanding of legal contracts, arithmetic, and statistics
* Proficient with ERP systems, pivot tables, charts, and all other tools used in revenue management analysis
* Skilled in interpreting financial concepts and building effective strategies for growth
* Ability to research market demand, and draw effective pricing strategies
* Excellent knowledge of accounting with skills to reconcile revenue accounting

**Work Experience:**

Revenue Management Analyst

Shield Hospital, Newark, NJ

October 2015 – Present

* Reviewing revenue accounting and preparing weekly & monthly reports and performing gap analysis
* Performing inventory controls, pricing, and auditing production & sales reports
* Researching market trends, gathering & compiling real-time data, and preparing revenue forecast
* Supporting in revenue management activities and enhancing customer services, and room revenue
* Monitoring and evaluating inventory control process and developing strategic planning for acquisitions
* Building and maintaining relationship and suggesting changes in revenue management strategies

Revenue Management Analyst

City Auto, Newark, NJ

February 2012 – September 2015

* Compiled and analyzed financial records and audited financial records of all cross-functional departments
* Prepared revenue reports and supported them with charts, tables, and other schematics
* Reviewed outstanding and current ledge accounts and modified debt collection process
* Took precautions and ensured the company is not involved in any bad financial decisions
* Recommended changes in inter-deparmental procedures and maximum work efficiency and revenue
* Designed and implemented business processes and analyzed their effects on regular basis

**Education:**

* Bachelor's Degree in Finance   
  ABC University, Newark, NJ   
  2011

**Reference:**

On request.