

# Marisel Nates G.

Chief Commercial Officer  
Hotel Hacienda Cantalagua

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23 years of experience in the hotel industry, responsible for overseeing the objectives and implementation of commercial strategies to increase our sales, improve market share and create new lines of business that encourage revenue growth. Support in effective closings in Groups, Conventions and Social Events to Sales Executives.

Sales and reservations team leader. Maximizing and controlling Hacienda Cantalagua's online (e-Commerce) and offline (call center) distribution including all online channels (IBE; OTAs, Channel Managers, ADS and GDS) and website.

Expert in tenders for Groups and Conventions, private companies and government.

Experience in the organization of Weddings, high- level Social Events.

International Certification as a Luxury Wedding Planner in the University of Central Florida.

***"At Hacienda Cantalagua we create experiences that transcend"***

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