



Massimiliano Gianvenuti

Key Account Manager IRs Israel, Greece, Turkey, Cyprus
RCL Cruises Ltd



I'm Massimiliano Gianvenuti born 21st March 1969 in Rome, Italy. Working with Royal Caribbean Group since 2007, in Italy first and now since 2016 overseeing different EMEA Markets.

I acquired and developed the right skills and experiences necessary to support my actual goals and my continued improvement in the well-known Italian market and now EMEA. I'm highly driven Sales & Marketing person with a Tourism degree and more than 25 years' experience working for high end brands.

Specialties: Sales/ Luxury Sales/ Hospitality/ Travel/ Leisure/ MICE/ Networking. Known for driving improved revenue through understanding clients' requirements and analyzing business and competitor trends. Account management; business development; global networking; creating and building strong teams and succeeding business goals. Goals driven individual responsible for managing accounts across multiple market segments.

Managing actually, Greece, Cyprus, Turkey and Israel.