



OSCAR LORA



SUMMARY

A passionate and highly energetic leader trained at the Ritz-Carlton, Montreal. Holds a Bachelor's Degree in Hotel & Tourism Management from Cornell University, and over twenty-year background as a successful hotel GM in five different challenging countries.

A true hospitality operator possessing a relentless work ethic. An enthusiastic well-traveled and approachable host with a remarkable presence and personality.

Extensive experience in general management, food & beverage management, rooms' division management and sales & marketing.

Leads with integrity and emotional intelligence. View clients, partners and associates as individuals with personalities, feelings & emotions.

His hands-on managerial style and well-honed business acumen is well suited to take any property's operations to the next level with an emphasis on service level, reputation and profitability.



CONTACT



Star Hills 422, Puerto Plata, Republica Dominicana



1 (829) 257-8230



oscar.lora@hotmail.com



oscarlora



Dominican / Canadian
037-0071871-5



SKILLS

Strategic Planning

Negotiations Expert

10/10

Analytical

Team Building

10/10

Highly Creative

Result Oriented

10/10

Strong Passion for Customer Service

10/10

Troubleshooting and Problem Solving

10/10



LANGUAGES

100%

SPANISH

100%

ENGLISH

90%

FRENCH

ACCOMPLISHMENTS

Nickelodeon Hotels & Resorts Punta Cana was awarded the Best family-oriented resort in the Caribbean and Sensatori Resort Punta Cana was also awarded the leading Sensatori resort in the world by the TUI Group and within the Top 15 all-inclusive resort in the Caribbean (Jan2019).

The Dominican Republic Hotel & Tourism Association (ASONAHORES) awarded Oscar Lora as a remarkable GM (Sept. 2015) for his outstanding performance at the VH Gran Ventana (and also Aug. 2010 while working at BlueBay Villas Doradas) elevating the hotel to a privileged position while contributing to the development of the hotel industry in the Dom. Rep. as a whole. <http://www.ultimodiario.com/verNoticias.aspx?Id=12879>. <http://socialesyturismo.blogspot.com/2010/09/asonahores-resalta-labor-de-empresarios.html>

Conde Nast Traveler rated Rosalie Bay Resort as number 2 resort in the Caribbean and within the Top 100 resorts in the world. <http://www.cntraveler.com/readers-choice-awards/caribbean/best-resorts-caribbean>

The Tourism Board of Dominica awarded Rosalie Bay Resort with the Accommodation of the Year Award. April, 2012 <http://www.rosaliebay.com/blog/dominica-accommodation-of-the-year/>

The Caribbean Gold Coast awarded Oscar Lora as Best GM of Puerto Plata, Dominican Republic, 2008, 2009 and 2015. <http://elsoldesantiago.com/2010/07/the-caribbean-gold-coast-reconoce-16-mejores-hoteles-de-la-rep-dom/>

Sandals Princesa del Mar, named Cuba Best All-Inclusive hotel. In addition, it was the only hotel in the Caribbean to receive three Awards of Excellence from the Canadian tour operator Sunwing. 2006

<http://www.revistasexcelencias.com/excelencias-turisticas-cuba/al-servicio-del-caribe-y-de-cuba/entrevista/oscar-lora-director-general->



Experience

GENERAL MANAGER ▶ Nov. 2021 - Currently



VH Gran Ventana Beach Resort

A 538 rooms and suites 4+ star all-inclusive resort – Puerto Plata, Dominican Republic
www.vhhr.com

CHIEF OPERATING OFFICER (COO) ▶ Feb. 2019 - July 2020

Casa Linda City: Responsible of the group general operations in the Dominican Republic, including the ambitious expansion of 1.5 billion dollars (1,600 new villas, two hotels, a golf course and an artificial lake) www.casalindacity.com
Transat Hotel Division: Responsible of the hotel operation for the Dominican Republic. www.transat.com

GENERAL MANAGER ▶ Feb. 2017 - Feb. 2019

Nickelodeon Hotels & Resorts Punta Cana and Sensori Resort Punta Cana
Responsible of the general operation of these two 5 stars world class resorts.
www.karismahotels.com



CORPORATE DIRECTOR OF OPERATIONS ▶ May. 2016 - Feb. 2017



Gansevoort Dominican Republic

Responsible of overseeing two upscale 5-star beach resorts – The second property was being built. Both hotels are part of the world class Gansevoort Hotel Group.
www.gansevoorthotelgroup.com

GENERAL MANAGER ▶ Nov. 2013 - May. 2016



VH Gran Ventana Beach Resort

A 538 rooms and suites 4+ star all-inclusive resort – Puerto Plata, Dominican Republic
www.vhhr.com

- US News & World Report named Gran Ventana as Puerto Plata top hotel
- Successfully tripled non-package revenues by implementing the Royal and Premium packages
- Awarded Best GM 2015 in the Caribbean Gold Coast Awards – July 15, 2015

GENERAL MANAGER - CONSULTANT ▶ Sept. 2012 - Sept. 2013

Hospitality Advisors Group - General Consultancy to two hotels on Panama: 

Radisson Summit Hotel - Panama City, Panama

- Increased occupancy by 30% in the first six months
- Laguna Azul Eco Boutique – Bocas del Toro, Panamá
- Created an exceptional mixture of comfort, natural, and sustainable hotel atmosphere.

GENERAL MANAGER ▶ Sept. 2011 - Sept. 2012

Rosalie Bay Resort – An Eco Boutique & Wellness Resort - Dominica



- Turned resort into the best hotel of the island in only one year of management
- Occupancy increased from 5% to a steady 35% after 10 months making the hotel to breakeven
- Successfully created, developed and implemented the eco and wellness components to the hotel



GENERAL MANAGER ▶ Dic. 2006 - Jul. 2011

BlueBay Villas Doradas – 245 rooms All Inclusive, Adults Only - Puerto Plata, Dominican Rep.
www.bluebayresorts.com

- Hotel was named best hotel of the North Coast (out of 62 hotels) of the Dominican Republic for four consecutive years: 2008, 2009, 2010 and 2011.
- Awarded Best General Manager for two consecutive years (2008 & 2009)
- Exceptionally achieved to maintain Puerto Plata's best hotel occupancy (2008 to 2011)

GENERAL MANAGER ▶ Dic. 2004 - Dic. 2006

Sandals Princesa Del Mar – All Inclusive, Varadero, Cuba.
www.sandals.com



- 5 stars (434 Suites, 8 restaurants and 13 bars) named the best all-inclusive resort in Cuba in 2006



GENERAL MANAGER ▶ Oct. 2003 - Dec. 2004

Starz Resorts Sosua Bay Hotel & Victorian House – Boutique Hotel - Sosua, Dom. Rep.
Sosua Bay Hotel: 192 rooms, 4+ star all-inclusive beachfront resort
Victorian House: 50 suites, 5-star boutique hotel. First boutique opened in the DR.



GENERAL MANAGER ▶ May. 1998 - May. 2003

Amhsa Hotels (pioneer and leading All Inclusive company) - Santo Domingo, Dominican Republic
Successfully managed three all Inclusive resorts, including the Flagship Hotel Casa del Mar situated on Bayahibe, La Romana.

- Casa del Mar with 568 rooms and suites was awarded as Amhsa Best Hotel - 2002
- Paradise Beach Club & Casino - Awarded Best Faraway Shore by Thomson Holidays - 2001
- Estrella del Mar - Obtained Cristalisma award for high level of hygiene and quality control systems.



Education

- **BACHELOR 'S DEGREE IN HOTEL & TOURISM MANAGEMENT**
Summer 2001 – 2004
Cornell University – Ithaca, New York, USA
- **DEC HOTEL AND RESTAURANT MANAGEMENT**
1988 - 1991
LaSalle College - Montreal, Quebec, Canada
- **CERTIFICATES OF PROFICIENCY IN ENGLISH & FRENCH**
1985 – 1987
Plato College - Montreal, Quebec, Canada
- **HIGH SCHOOL DIPLOMA**
1980 – 1984
Colegio 2 de mayo – Moca, Republica Dominicana

VOCATIONAL TRAINING

Hotel Ritz-Carlton, Montreal, 1990 - 1991

Completed his management training in: Food & Beverage Division, Rooms Division and Sales & Marketing.
<http://www.ritzmontreal.com>

REFERENCES

Mr. Enrico Linderhanh – Director of Operations (Caribbean)

www.karismahotels.com

E-mail: elinderhanh@karismahotels.com Phone: + 52 9982416213

Mr. Ignacio Perez – Former Regional Corporate Director, Sandals Resorts (Eastern Caribbean)

www.sandals.com

E-mail: ignacio1862@yahoo.com Phone: 1 (809) 390- 0629

Mr. Manuel Castro – Managing Director

www.hospitalitymarketing.com

E-mail: mcastro927@gmail.com Phone: 1 (281) 408-9232

As host of Sir Richard Branson - Visionary leader, founder of Virgin Atlantic

