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Sceptre Expands Revenue Management Team

Posted 4/5/2011

DENVER—Sceptre Hospitality Resources expanded its revenue management team with the addition of four executives.

Joining the team are: Colleen Foligno, area director of revenue management; Patrick Leland Fox, business analyst; Morgan Martin, area director of revenue management and Teresa Stowell, area director of revenue management.

Prior to joining Sceptre, Foligno was a manager for the North region for Starwood Hotels & Resorts Worldwide, Inc.'s centralized revenue management services. Before that, she was revenue manager for the Sheraton Harborside Portsmouth Hotel in New Hampshire.

Leland was a consultant for Henry A. Fox Sales Co. in Grand Rapids, MI, prior to working for Sceptre. While there, he was responsible for analyzing market trends and improving efficiency.

Martin, a Certified Hospitality Revenue Manager, brings a decade of operating and revenue management expert to Sceptre. She is a former revenue manager for a full-service hotel and also is a former front-desk supervisor.

Stowell is the former vp/marketing and e-commerce for LBA Hospitality, where she helped develop architecture for e-commerce and positioning at 49 hotels. She is a former general manager of the Residence Inn by Marriott Atlanta Midtown/Historic hotel for Concord Hospitality.

Sceptre Hospitality Resources provides electronic distribution, reservations connectivity, channel management, site and search engine optimization, revenue management strategies, reservation call centers and direct booking engines. Sceptre also provides interactive marketing programs, including website design, online advertising campaigns, social media solutions and other guest-communication systems.

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