



## ANDREA FILIPPI APPOINTED CHIEF COMMERCIAL OFFICER OF EGNAZIA OSPITALITÀ ITALIANA

*18th March 2024:* Egnazia Ospitalità Italiana are delighted to announce that **Andrea Filippi will join Egnazia Ospitalità Italiana as Chief Commercial Officer**, effective as of May 02. Andrea Filippi will have direct responsibility for the **Sales, Revenue Management, Reservations and Development**.

Andrea's proven experience in the hospitality industry will amplify the Egnazia Group's and individual properties' potential in the Italian and international markets, thus strengthening **an ecosystem of independent hotels oriented towards growth**.

An international reference in luxury hospitality, Andrea Filippi boasts a managerial curriculum of over twenty years in the sector. His career begins at prestigious hotels on the **Costa Smeralda** in Italy and at the **CIGA group** properties in Venice and continues in Thailand at **Amanpuri**, the very first Aman resort. His path evolves with the opening and international positioning of two iconic properties in Italy, the **Four Seasons Hotel Milano** and the **Park Hyatt Milan**. Andrea then joins **Belmond** in 2005 as Director of Sales & Marketing for the portfolio of Italian hotels. In the early years, he leads the launch of the renowned Hotel Caruso and the positioning of two iconic assets acquired in Sicily: Grand Hotel Timeo and Villa Sant'Andrea. In 2010, he assumes the role of **Executive Director Worldwide Sales** and continues to grow and strengthen Belmond's strategic partnerships worldwide. Since 2017, as **Vice President Global Sales**, Andrea has promoted a culture of collaboration with travel agencies and commercial partners in the tourism sector, leading to a significant increase in revenue across all market segments and contributing to growing the company's global brand reputation.

*"We are thrilled to welcome Andrea to our team. Andrea is one of the professionals in our industry whom I admire the most, and I have always hoped to work with him. His incredible experience and leadership skills will be invaluable assets in advancing our vision and achieving our next milestones. Together, we aim to establish Egnazia as a benchmark for high-end hospitality. We are determined to create a network of Italian hotels that are internationally recognised for their authenticity, quality, and distinctive hospitality"* says **Aldo Melpignano, Managing Director of Egnazia Ospitalità Italiana**.

*"I thank Aldo Melpignano for the trust he has placed in me, entrusting me with such a strategic and delicate role represents a prestigious and exciting challenge for me. Aldo Melpignano is one of the most visionary entrepreneurs currently operating in the hospitality industry, and I am proud to be able to put my skills at the service of the ambitious projects we will work on together"* says **Andrea Filippi**.

Several properties across Italy are already part of Egnazia, including some owned by the Melpignano family: **Borgo Egnazia** in Savelletri di Fasano and **Le Carrube** in Ostuni. In addition, the group has the direct management of **Hotel Santavenere** in Maratea, **HOTEL de LEN** in Cortina d'Ampezzo, **Ostuni a Mare** in Rosa Marina, and three more openings planned

between 2024 and 2025: a property **near Rome, Castel Badia** in Brunico, and **Hotel Ancora** in Cortina d'Ampezzo. The goal is to reach twenty managed properties in five years.

#### **ABOUT EGNAZIA OSPITALITÀ ITALIANA**

*A hotel management group founded by Aldo Melpignano with the primary goal of becoming a reference point for entrepreneurs and hotel realities that see tourism development as an opportunity to enhance territories and traditions: a unique heritage to promote and protect through constant innovation, offering unique experiences both inside and outside the properties. The Group aims to provide an operational management model that enhances an all-Italian hospitality culture through contemporary and innovative tools, technologies, and competencies necessary to develop efficient, competitive business models centred around the true protagonist: the customer.*

<https://www.egnazia.com>