

Sergio Koiffman

PRINCIPAL

Sergio Koiffman is principal at Hospitality Advance International since 2013.

With more than 23 years of experience in the hospitality industry serving in high profile hotels in South America, Sergio moved to US in 2000 where he continued as Hotel Manager. He finally joined forces with HAI 7 years ago. He holds a Hospitality Management Bachelor's degree in Argentina and completed Revenue Management at eCornell University and Hospitality Management at Florida Atlantic University.

Throughout the years, Sergio has worked as Hotel Manager/Operations and developed strong relationships with key major U.S. – Caribbean, and overseas-based international online B2B, B2C, OTA's and traditional tour operators and wholesalers. His specialty is consistently expanding hotels markets for more than 10% by applying specific strategies tailored to each specific property and exploiting its uniqueness.

Sergio is fully bilingual in Spanish & English and well experienced in understanding and addressing the needs of travelling business executives, corporate meetings, and important social events. He enjoys traveling and spending quality time with the family, and of course, because of being born in Argentina, he loves soccer and good wine.

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