

DESIGN HOTELS™

Key Account Allocation 2027

Account Name	DS Global Account Lead	DS Regional Account Lead
Accenture	Alana	Jennifer
ACI Blueteam	Mariano	-
Amazon	Jennifer	Alana
AMC Networks	Kate	Alana
Apple	Alana	Jennifer
Bain & Company	Jennifer	Alana, Elaine
Bain Capital	Jennifer	-
Bank of America	Jennifer	Alana
BlackRock	Jennifer	-
Blackstone Group	Jennifer	-
Bloomberg	Jennifer	Alana, Elaine
BNP Paribas	Alana	-
Boston Consulting Group	Alana	Elaine, Jennifer
British American Tobacco	Alana	-
Bytedance	Elaine	Alana, Jennifer
Chanel	Alana	-
Citigroup	Jennifer	Alana
Comcast/NBCUniversal	Kate	-
Concertiv	Olivia	-
Deloitte	Jennifer	Alana, Mariano
EY	Jennifer	Alana, Elaine
Goldman Sachs	Jennifer	Alana
Google	Jennifer	Alana
JPMorgan Chase	Jennifer	Alana
Kearney	Jennifer	-
Kering	Alana	-
KPMG	Alana	-
Lululemon	Jennifer	-
LVMH	Alana	Jennifer
McKinsey & Company	Olivia	Alana
Meta	Jennifer	Alana
Morgan Stanley	Jennifer	Alana, Elaine
Netflix	Kate	Alana, Elaine
Nike	Jennifer	Alana, Elaine
Nordstrom	Olivia	-
Omnicom (acquired Interpublic Group)	Jennifer	Alana
Paramount Global	Kate	-
Pinterest	Alana	Jennifer
PwC	Jennifer	Alana
Publicis Groupe	Alana	-
Ralph Lauren	Jennifer	-
Red Bull	Kate	-
Salesforce	Olivia	-
Sony	Kate	Alana
Spotify	Alana	-
Target	Olivia	-
The Estee Lauder Companies	Jennifer	-
The Walt Disney Company	Kate	Alana
TJX	Olivia	-
Uber	Olivia	-
UBS	Alana	Jennifer
Universal Music Group	Kate	Alana
Warner Bros. Discovery Inc	Kate	-
WPP	Alana	Jennifer

Design Hotels Sales Team

Alana Irls - Senior Sales Manager Corporate Sales, EMEA
 Elaine Luei - Director of Sales, APAC
 Jennifer Labriola - Global Director of Corporate Sales
 Kate Garland - Director Leisure & Entertainment Sales
 Mariano Rebattoni-Capurro - Sales Manager, EMEA
 Olivia Taylor - Director of Sales, AMERS

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