

## Contact

[www.linkedin.com/in/rikwalsh](http://www.linkedin.com/in/rikwalsh)

(LinkedIn)

[www.tmdynamics.com](http://www.tmdynamics.com) (Company)

rikw-

[travelmarketingdynamics.blogspot.com](http://travelmarketingdynamics.blogspot.com)

(Blog)

[cirqplus.com](http://cirqplus.com) (Company)

## Top Skills

Strategic Planning

Marketing Management

Social Media Marketing

## Languages

French

# Richard Walsh

President CIRQ+

Gainesville, Georgia, United States

## Summary

The CIRQ+ service is a result of extensive surveys and analytics with hotels around the world. I am pleased to introduce you to CIRQ the only future proof in-room guest controlled device that aggregates all in-room guest needs. It is easily installed, maintained and updated with new technology services. CIRQ+ transforms any hotel room into a SMART ROOM for the BEST GUEST experience, plus significant benefits for your hotel that include significant cost savings on energy costs.

CIRQ+ is a cloud-based technology system combined with a modular and future-ready platform that bridges the gap between guest comfort and engagement while delivering state-of-the-art energy controls to reduce property operating costs.

I am happy to announce that we are launching our most current system updates to CIRQ+ at HiTec June 18 to 21 in Houston.

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## Experience

CIRQ+

President

April 2016 - Present (6 years 8 months)

Scottsdale, AZ

We provide a unified technology platform that consolidates multiple in-room solutions and services into one manageable offering -- power charging (Qi) wireless charging, (hi-voltage, low voltage), instant-on clock/alarm, Wi-Fi, Bluetooth Audio/stereo speakers, temperature controls, hotel services and more -- into a single in-room device. visit [www.cirqplus.com](http://www.cirqplus.com)

Travel Marketing Dynamics

CEO & Founder

February 1995 - Present (27 years 10 months)

Atlanta, GA

We provide custom strategies for hotels transitioning to smart technology solutions for guest relations and cost reductions.

#### IBC Hotels

V.P. Business Development

March 2016 - September 2016 (7 months)

IBC is an industry leader in providing marketing services for independent hotels, resorts and boutique properties. Our services are a cost effective marketing solution or a productive addition to existing services. The goal is to deliver new direct bookings at a competitive cost for our hotel members.

#### SuitePad

U.S. Partner

February 2015 - January 2016 (1 year)

Atlanta, GA

Consultative sales & marketing of innovative custom applications on tablets for hotel rooms. Applications provide remote TV controls, multiple newspapers, internal communications, reviews, bookings, a service directory and more

#### SharingXchange Inc.

Co-Founder and President

2012 - 2016 (4 years)

#### Solutionz

Marketing Business Development Consultant

April 1995 - December 2014 (19 years 9 months)

Atlanta GA

Consulted on marketing strategies for Las Vegas casino and development of new online services for targeted markets.

#### Lodging Interactive

Vice President Business Development

July 2006 - October 2012 (6 years 4 months)

Search and Social Marketing Services Sales Development and Management

#### Vizergy

Vice President Sales & Marketing

January 2002 - September 2004 (2 years 9 months)

Specializing in hospitality Internet reservations systems and online marketing. The company provided website design, Search Engine Marketing Management and a hotel website booking engine.

Innovata, LLC  
Founder & President  
1997 - 2001 (4 years)

Innovata was created from a print operation that aggregated airline schedules for printed airline timetables. Data aggregation expanded to include hotels, rail and car rental services and we added over 750 additional airlines to provide their schedule changes.

Accenture Consulting Services  
Consultant  
February 1994 - January 1997 (3 years)  
Fairfield CT

Strategic planning and marketing consulting for travel related businesses.

Amadeus USA  
President USA Operations  
1990 - 1993 (3 years)

Launched North American operations and established a new customer base leading up to the acquisition of System One.

AVIS Wizcom  
Vice President Business Development  
April 1988 - September 1990 (2 years 6 months)

Managed the sales of our custom development of interfaces between hotel brands and association CRS and the GDS. Plus, managed a team of sales people selling telecommunications reselling and packing of commercial services.

Reed Elsevier  
Vice President Business Development  
October 1985 - April 1988 (2 years 7 months)

Published print directories of airline schedules and hotel directories. Also, developed an electronic directory service during my tenure.

Air France  
Director Ecommerce Marketing  
April 1970 - July 1985 (15 years 4 months)

Developed and trained how to utilize the Central Reservation Systems to our advantage as they were developing as the most important sales channel with the travel agents. I also initiated methods for marketing via personal networks and message board prior to the introduction of the Internet.

Procter & Gamble

Regional Sales Manager

March 1965 - August 1970 (5 years 6 months)

Battle Creek, MI

B2B health and beauty aids sales

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## Education

Western Michigan University

Secondary Education and Teaching

Yale University

None, Business Management - eCommerce · (1981 - 1982)

Bentley College

Master of Business Administration (M.B.A.), Business · (1980 - 1981)

University of Miami

None, English Masters Studies · (1977 - 1978)

Western Michigan University

BA, English, mass communications and secondary education · (1970 - 1975)