

*This CV is anonymous for security purposes - In order to obtain access to this candidate, you must be an identified business*

# Business/Information Analyst

After 2 years as Revenue Manager for a city centre hotel in Leeds, I have reached the point where I am ready to progress my career, seek new challenges and develop new skills.

I am currently looking for a new position of Business or Information Analyst within a dynamic and growing company. I enjoy a fast paced and diverse working environment, as well as working as part of a successful team, however I am equally capable of working individually and on my own initiative.

I graduated from a top French Business School with a Masters Degree 2 years ago which has prepared me to work in any type of industry and given me a wide range of skills and abilities with a specialisation in Strategy and Statistics. I have put these to good use and also developed further expertise in my 2 years as Revenue Manager.

My everyday work can easily be compared to that of a Business Analyst. I am responsible for analyzing the business needs to help identify business problems and put in place action plans as well as offering solutions. My everyday objective is to achieve and exceed targets.

My current work includes sales and competitor analysis (using historic data and future projections), as well as actions on pricing, ideal mix, forecast, sales action plan. This and other analysis contribute to define the sales strategy of the hotel, which I am actualising/communicating on a daily basis in order to optimise the company revenue.

I am also required to regularly communicate figures (analysis, results and forecast) and recommendations to a non finance audience which can be done in several different ways: verbal, PowerPoint presentations, spreadsheets etc.

Whilst I have put these skills to good use in my current position, these tasks and abilities can easily be adapted to any other kind of industry.

I am a highly motivated, driven and enthusiastic employee who has good attention to detail, great communication skills, diverse technical knowledge and an ability for problem solving and solution finding. All these qualities coupled together have enabled me to be successful within my current role and achieve great results which contributed to the hotel ending 2008 as one of the top 5 Accor Hotels in the UK in terms of financial results.

## Work experience

---

Since  
July 2007

### **Revenue Manager / Business Analyst**

**Mission:** - To improve the efficiency and productivity of business operations.

- To carry out all business analysis in order to recommend and apply best strategy
- To use competitive pricing information to adjust any pricing strategies.
- To do all analysis needed to recommend and apply best strategy
- To ensure pricing strategy is properly applied
- To conduct strategic analysis
- To contribute to the hotel's marketing and budget plan

**Means:** - Ability to analyse and have a rational approach

- Persuasive and negotiation skills
- Ability to anticipate and be proactive
- Responsiveness and efficiency
- Thorough and methodical approach
- Ability to summarise and present results to a diverse audience
- Good knowledge of Microsoft Office (Excel, PowerPoint and Word)

**Appraisal:** -

2008 Results on previous year:

- Accommodation revenue: +£120,000
- Revenue Per Available Room: +3%
- Market Share Index: 1.05
- Accor Loyalty Program: number 1 hotel in the UK and number 5 worldwide. Accor Achievement Awards Hotel of the year 2008

July 2006  
December 2006

### **Guest Relations Manager Assistant**

**Mission:** -

- Followed-up of the VIP's stay
- Prepared the arrivals and attribution of amenities
- Dealt with customers during their stay and followed-up on complaints comments and wishes with the Guest Relations Manager

January 2006  
June 2006

### **Channel Marketing Assistant**

Sage

**Mission:** -

- Participated in the development of new marketing programs for Sage distribution network
- Created marketing tools (commercial supports, web site, web seminars)
- Managed Sage Certifications (tools, followed and coached partners)
- Organized events for Sage's partners

June 2005  
December 2005

### **Marketing - Yield Manager Assistant, Salesperson**

Sofitel Demeure Arc de Triomphe (Accor)

**Mission:** -

- Created communication supports and packages
- Followed-up daily figures and analysis
- Carried out market studies in order to grow into a new sector of activity
- Quoted and prepared seminars for external clients
- Reviewed existing and/or created all seminar and reservation documents

May 2004  
August 2004

### **In charge of marketing studies - Salesperson**

Mercure Château Perrache (Accor)

**Mission:** -

- Prepared the marketing plans for 2005 -2007
- Carried out market studies in order to reposition the Hotel in the Lyon market
- Audited competitors of the Lyon market
- Quoted and prepared seminars for external clients

September 2003  
April 2004

## **Advertising Manager**

L'Express Magazine

### **Mission: -**

- Sold Advertising space for the regional supplement of the national magazine L'Express (in the context of a national competition between 15 business schools)
- Objective of achieving an Advertising Revenue of 15,000€ surpassed by 12%.

## **Diplomas and education**

---

September 2003  
July 2007

### **Clermont Business School - Clermont-Ferrand (France)**

Masters Degree in Management

Achieved a grade A and graduated in the top 20 out of 500 students

**Area of specialisation:** Major : Marketing - Sales

January 2005  
June 2005

### **Budapest Business School - Budapest (Hungary)**

Erasmus Semester in Hungary

Achieved a grade A

**Area of specialisation:** Major : Marketing - Public Relations

September 2001  
June 2003

### **Post-secondary preparatory school - Bourg-en-Bresse (France)**

Two-year university courses preparing for the competitive entrance examinations to the best french business schools

September 1999  
July 2001

### **High School - Nîmes (France)**

A Level with honors

**Area of specialisation:** Economy and English

September 1996  
July 1999

### **Middle School - Budapest (Hungary)**

Brevet - GCSE equivalent

## **Computing skills**

---

### **Software**

- Window XP Pro, Vista

- Microsoft Office:

Excel, Word, PowerPoint, Outlook: Advanced Level

Access, Publisher: Intermediate Level

- Hotel Software: Hotix, Fidelio, Opera, Optims, TARS

## **Language skills**

---

### **English**

**Speaking competence:** Fluent, **Written competence:** Fluent

### **French**

**Speaking competence:** Native speaker, **Written competence:** Native speaker

---

## **German**

**Speaking competence:** School level, **Written competence:** School level

## **Spanish**

**Speaking competence:** Basic level, **Written competence:** Basic level

## **Various**

---

### **Hobbies**

Cooking:

- Socialising with friends and helping them discover French Cuisine

Sport :

- Swimming (2 hours/week for leisure)
- Gym

Music :

- Listening to a wide range of music style from classic to latest pop music
- Flute (playing for 12 years - orchestra during 3 years)