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# Tourism & Events Sales Manager

Holding a master's degree in management and having worked in sales & marketing departments both in France and abroad, I am looking for a management position in a tourism and/or events company.

## Work experience

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Since  
August 2007

### Sales & Marketing Representative

**Mission:** Central Pyrenees Ski and Spa Resort, France.

Creating, selling and promoting tourism, congress, incentive and seminar products to an individual, group and corporate clients. Creating, updating and developing a corporate and groups prospects / clients database. Administrating sales & marketing. Making quotations, contracts, monitoring projects. Billing, chasing-up clients. Dealing with clients / prestations litigations. New markets, clients and products investigation. Clients / contractors / prospects show around. Representing the Tourist Office during Corporate and Public trade shows in France and abroad. Website Administration, update, improvement and commercial follow-up.

**Appraisal:** Turnover: € 220000

March 2007  
July 2007

### Sales Representative

**Mission:** Dordogne, France.

From the first quotation to the final billing, in charge of seminars, weddings, golf schools, group trips, TO relations.

April 2006  
September 2006

### Groups & Events Coordinator

Club Med Business

**Mission:** Pompadour, France.

Preferential link between the village, the various Club Med Business commercial offices and the guest companies. Responsible for ensuring that the operational logistic goes smoothly. In charge of meeting with the decision-makers and organising the show-around. Building the detailed programmes and monitoring the groups during their stay. Invoices and accounts management.

April 2004  
December 2005

### Resort Sales Executive

The K Club\*\*\*\*\* Hotel Golf & Spa

**Mission:** Straffan, Ireland – Venue for the 2006 Ryder Cup Matches.

Planning, organisation and control of individual trips and groups events. Golf, Hotel, Transportation, Restaurants and Activities.

Tailor made events' organisation according to the clients' demand. Matching the hospitality facilities with the clients' specific needs. Close working relations with the different departments of the resort as well as with a certain number of outside contributors. Monitoring the project prior to, during and after its realisation. Creating and maintaining on-going client relationships with both domestic and international companies, tour operators and travel agents, local government, public services and institutions. Creating and maintaining business contacts worldwide. English speaking position only, occasionally speaking Spanish or French with Spanish/French speaking guests.

## Diplomas and education

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September 2002  
October 2003

### **Paul Sabatier University, Toulouse, France**

DESS (Diplôme d'Etudes Supérieures Spécialisées), one year post-graduate diploma in Sports and Leisure Management and Policies in the European Context, obtained with honours

August 2001  
June 2002

### **Laval University, Québec, Canada / Paul Sabatier University, Toulouse, France**

Master's degree studied at Laval University, Quebec, Canada (research degree in Sports and Leisure Management) and awarded with upper first class honours by Paul Sabatier University, Toulouse, France.

September 1998  
June 2001

### **Paul Sabatier University, Toulouse, France**

First degree in Sports and Leisure Management obtained with honours

September 1997  
June 1998

### **Toulouse Institute of Politic Studies**

One year course completed

September 1996  
June 1997

### **Lycée François Mitterrand, Moissac, France**

Baccalauréat (cf: Living Certificate) in Economic and Social Sciences, specialized in English language, obtained with honours

## Computing skills

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### **Software**

Proficient use of Microsoft Suite, Filemaker, Internet, Fidelio Opera, CSS Concept Golf & Spa and SPSS. Experience on both PC and Macintosh.

### **Additional information**

Website maintenance

## Language skills

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### **French**

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

### **English**

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

### **Spanish**

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

### **Italian**

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

# Various

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## Personal Sports

Competitive sports:

Football, badminton, handball, basket-ball, tennis.

Leisure sports:

Golf, skiing, ice hockey, roller skating, scuba diving, canoeing, mountain biking, hiking.

## Achievement, Research and Training

2003

DESS training taken at the Local Authorities of Tarn-et-Garonne (Conseil Général): forecast and development proposals for the local Sports and Recreation Park.

2002

Market research on the sports practice of young people (5 to 12 years old) in the Quebec City area carried out on behalf of the Samir Ghrib Soccer School.

Comparative study of managerial practices of three large multinational companies on the sports goods market in the context of globalization (Internationalization strategies of Nike, Adidas and Asics).

Intervention training within an Outdoor and Environment course at Laval University, Quebec (Planning, organization, supervision and control of two campsites in an outdoor context).

## Interests

Travelling and exploring

Spain, Scotland, Canada, Wales, England, Reunion Island, Ireland, Northern Ireland, etc.

Music, cinema.