

NAME

ADDRESS • PHONE NUMBER • EMAIL ADDRESS

SUMMARY

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CORE COMPETENCIES

- Skilled in managing and nurturing client relationships
- Capable of influencing & negotiating
- Adept at training and leading teams
- Proven business development capabilities
- Resourceful, persuasive and highly organized
- Strong Consultative sales and negotiation skills
- Highly motivated, ambitious and goal oriented
- Effective interpersonal and communication abilities

ACHIEVEMENTS

XYZ: Achieved Annual Sales Quotas: FY13-U\$32M / FY14-U\$34M

XYZ: Won 3 new upstream accounts for OSAT customers adding 10% to annual revenue

PROFESSIONAL EXPERIENCE

XYZ HOTEL GROUP, [LOCATION]

February 2013 to January 2017

Director

Duties:

- Devised marketing strategy for newly launched
- Led PR team to achieve product
- Assisted with successful
- Established numerous co-branding/licensee opportunities and strategic partnerships
- Fulfilled all

Manager

Duties:

- Increased revenue by 10% in two major outlets of the hotel
- Reduced expenses (wastage) of food and beverage by 3% year on year
- Effectively increased hotel guest satisfaction score (online survey) by 10% for years 2015/ 2016

EDUCATION

2008: Bachelor of Arts in Marketing, Minor in International Business – King's College