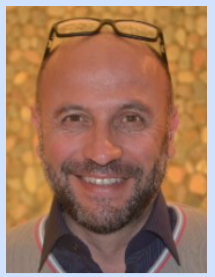


Michele Alessandro Valente

Sales Manager

I'm a highly motivated tenacious and focused person who excels in the team environment. Able to work under pressure and key attributes include commercial acumen, strong negotiations skills, exceptional leadership qualities and a good overall business mind. I enjoy an open and productive working environment as well as a sense of adventure and challenge within a role, keen to make a difference and add value to a business



Email [REDACTED]

Address: [REDACTED] Lonato del Garda (BS) Italy

Phone [REDACTED]

Experience

Sep 2022 - Apr 2023

Sales Associate

Blu Hotels Salo' Italy

Responsible for contracting beds with various International Tour Operators for The Blu Hotels Chain. Business Development including the participation in Italian and International Trade Fairs and Workshops. Responsible for organising Roadshows , Fam Trips and Educationals . Monitoring of rates and offers throughout the year with constant contact with our various suppliers. Continually improving the Hotel and Resort Offers to the needs of our customers . Focused cooperation with Regional and Local Tourist Offices and giving any help needed for any logistics to our customers.

Mar 2021 - Jun 2022

Regional Business Development and Sales Director

The Modern Luxury London

Maximising potentiality of Luxury Hotels, Companies and Partners worldwide increasing income efficiency and services matching them with strong Luxury operators in The Middle East, Latin America, USA, UK , Europe and Russia.

Oct 2014 - Apr 2020

Senior Contracts Manager

Hotelplan UK Desenzano del Garda Italy

Responsible for the contracting of hotels, apartments, club and chalet hotels, ground transport and excursion agencies, in both Italy and Croatia on Summer Sun, Lakes and Mountains., Ski and Cities Programmes for Inghams, Esprit, Flexiski and Ski Total.

Achievements:

Continually keep our supplier rates under the normal annual percentage increases.

Support, guide and keep contracting team motivated and up to date with financial goals.

Continue to keep strong ties and build on excellent supplier relationships.

Exceptional support to our different departments at our UK headquarters and contribute significantly to excellent programmes.

Oct 1996 - Sep 2014

Operating Manager

Hotelplan UK Desenzano del Garda Italy

My operational responsibilities included heading up a team of around one hundred staff members with a close eye on quality, customer service, staff welfare, sales maximisation, and ensuring the best financial income was achieved. I liaised constantly with all suppliers and of course retaining important partnerships.

Achievements:

Dealt with and led my teams in various emergency situations.

Continually monitored quality of service given to customers both in our partner hotels and chalet hotels.

Ensured that staff welfare was at its utmost attention both monitoring and supporting staff to ensure that they in turn were geared up to look after our customers exceptionally well and always go that extra mile.

Nov 1986 - Sep 1996

Contracts and Operations Manager

Thomson Holidays (Tui UK) Garda Italy

Headed up our Overseas Office on Lake Garda looking after our Lakes & Mountains, Ski and Cities programmes in Italy, Portugal and Turkey. Looked after both operations and contracting of accommodation, ground transport and agency excursions.

Achievements:

Contributed mainly to the growth of all the aforementioned Thomson brands and ensured smooth operations and best contractual rates with suppliers.

Supported all our UK head office departments and continually bettered our overseas programmes offered and most up to date brochures and websites.

Kept a healthy working environment and ensured there was the utmost cooperation amongst colleagues and suppliers.

Dealt more than satisfactorily with emergency situations keeping team, suppliers and management informed at all times.

Set up new offices in Sardinia and Sicily for the company dealing with all the logistical, operational, administrative and legal aspects of the ventures.

Jul 1984 - Sep 1986

Cabin Crew Recruitment and Flight Attendant

British Airways Heathrow based, Hounslow UK

Cabin crew in flight service and safety on both short haul and long haul flights. This role included cabin crew training, interviewing and foreign language training at BA headquarters in London.

Oct 1981 - Sep 1983

Overseas Holiday Representative

Hourmont Travel Frejus France, Les Crosets Switzerland, Marilleva Italy

Customer care, hotel visits to customers, sales of excursions, negotiated excursion and apres ski rates, Airport Manager, running of resorts and overseas recruitment. PR and press trip representation . Supplier relations.

Jan 1978 - Sep 1980

Travelled Europe

Europe

Education

- 1980 to 1981

Arabic and North American Literature

University of Naples (L'Orientale) Naples Italy

Didnt complete my education at university due to personal circumstances and started working shortly afterwards.

- 1972 to 1978

Sixth Year Studies, Highers and 'O 'Grades

St Andrews RC High School Kirkcaldy, Fife, Scotland

French, Italian, Latin, English, Spanish, German, English, Arithmetic, Mathematics, Geography and Art & Literature.

Languages

English
Mother Tongue

Italian
Advanced

French
Advanced

German
Intermediate

Spanish
Elementary

Arabic
Elementary

Skills

Supplier Relations
Accountancy
Training

Purchasing
Artist Oil on Canvas

Operations
Teaching

Sales & Marketing
Public Speaking