

Resume

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Summary: Highlights include Sales & Marketing, and almost 10 years of hotel experience in positions including animator, theater captain, Sales Representative and Sales Manager

Experience:

Resort Pacific Islands Club Saipan, Saipan, MP

Job title: Russian Market Manager

Dates: 11/03 to Present

Duties: Report to Executive Director of Sales & Marketing. In charge of all aspects of the hotel cooperation with the wholesalers and retail agents in Russia and overall developing of the Russian market, developing marketing strategies, creating and implementing packages, advertising & promotions, handling contracts & reservations. Responsible for Russian in-house guests satisfaction; in-house information translation to Russian and its supervision. Assist in creation and supervise/keep up-to-date the Russian web site of the hotel. Create an island travel guidebook on Russian as text and layout, and lead its annual update and printing since '05 (4 issues). Other responsibilities include participating in travel shows and organization of seminars and workshops for Russian agents in Russia, development and layout creation of hotel collaterals, advertisements and CD on Russian and English, press releases, participating and responsibility in local community projects.

Achievement: increased Russian market from 1.5% to 16% of the market share

Job title: Sales Representative

Dates: 11/01-11/03

Duties: Assisting Director of Sales & Marketing in local community projects, responsible for hotel local and FIT market reservations, handle hotel Membership Program, responsible for hotel press releases and advertising in the local media including layout creation, guest relations assistance for hotel Russian customers, language assistance and hotel in-house information translations.

Job title: Animator and theater captain

Sports, Entertainment and Activities Department

Dates: 11/00-11/01

Duties: give sports instruction to guests & members, encourage guest participation in various hotel activities, participate in the hotel night show & entertainment programs, hotel' theater supervision

Resort Chain Caribbean Village an Allegro Resorts

Resort CV "AGADOR", Agadir, Morocco

Job title: Animator polyvalent

Dates: 10/98-07/00

Duties: give sports instruction to guests & members, encourage guest participation in various hotel activities, and participate in the hotel night show & entertainment programs, responsible for theater costume production. Recruit abroad animators/dancers for the hotel chain in Tunisia and Morocco.

Resorts CV "Riviera"- "CV Abou Sofiane", Port El Kantaoui - H.Sousse. Tunisia

Job title: Animator polyvalent

Dates: 03/98-10/98

Duties: give sports instruction to guests & members, encourage guest participation in various hotel activities, and participate in the hotel night show & entertainment programs. Recruit abroad animators for the hotel chain in Tunisia, animators supervision.

Hotel The Pasha's Beach Club, Antalia-Manavgat, Turkey

Job title: Animator-polyvalent

Dates: 03/97-11/97

Duties: give sports instruction to guests & members, encourage guest participation in various hotel activities, and participate in the hotel night show & entertainment programs. Responsible for the hotel Kids' Club, creating and scheduling daily kids' entertainment program. Assistant-decorator in a project for decoration of the hotel Kids' club and an execution of it as drawing.

Bulgarian National Press-Group "Trud" ("MEDIA HOLDING" Ltd.), Sofia, Bulgaria

Job title: Reporter/Editor

Dates: 09/91 - 11/96

Duties: daily news reporter on society, crime, religions, economic and other subjects; editor of a weekly theme page of the newspaper. Special correspondent of the media in Ukraine ('95).

Security agency "Security group Alpha" Ltd., Sofia, Bulgaria

Job title: Public Relations for Sports club "Alpha" under the Agency

Dates: '96 (7-months project)

Duties: Public relations, create an advertisement edition for the company

Security agency "Salamander DAS" Ltd., Sofia, Bulgaria

Job title: Public Relations

Dates: 95/96 (5-months project)

Duties: organized an advertisement campaign at the TV and the newspapers; formed the first group of women-bodyguards for special security events and had the responsibility for that group performance. Made a documentary movie (as an author, a script-writer and a participant) about the women in the security business, emitted at the same time by Bulgarian National TV.

Education:

Educational Institute of American Hotel & Lodging Association:

Hospitality Operations Certification - in progress, projected date for graduation: 08/08

Certificate of Specialization in Sales & Marketing ('05)

Sofia University "St. Kliment Ohridski", Sofia, Bulgaria - Study of Journalism at the Faculty by Journalism, Media and Public Relations (profile - TV-journalism), years '91-'94.

November '95 - graduation at Faculty by Journalism on a subject "Economic and political reasons for the conflicts in the Bulgarian orthodox church management and MEDIA" / diploma

Saint-Petersburg Public University, St.Petersburg, Russia - Study of Journalism at the Faculty by Journalism (profile - photojournalism and newspaper's), years '89-'91.

Professional School "G.Bakalov", Sofia, Bulgaria - Course in Management, trade and administration, and professional specialization in commerce, year '87/'88

Secondary Russian school "A.S.Pushkin", Sofia, Bulgaria - graduate with profile of Russian language and English as second language (June '88)

Achievement:

International organization „Ivanush Korchak, Warsaw, Poland - awarded with a national prize from the international literary competition (May/87)

Additional skills:

Computer Knowledge: Proficiency in computer applications including MS Office, Windows, Adobe Photoshop 07, internet, e-mail

Language skills: Bulgarian, Russian, and English - reading, writing and speaking knowledge

Organizations: Member of AH&LA since 2006, Member of Rotary Club of Saipan (Board member, Director of Club Services), National Tourism Organization of CNMI - Mariana Visitors Authority (member of the Russian Market Committee, Chairwoman of the Russian Market Committee at MVA until June '07)