

Anthony Cucchiara

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Français, Anglais, Italien : [Linkedin](#)

- Computer Literacy full proficiency: Microsoft Office Suite & iOS (Mac), OPERA, Sales Force, Marriott software (MGS, MRDW, MarRFP), Lanyon, Hotellingence

Profile

- Good knowledge of the key players in Corporate, MICE & Leisure segment.
- Networking, adaptability, communication, creativity, motivation, dynamism, full professional proficiency, listening and understanding the customer, capacity of negotiation & convincing.
- French, English, multicultural background, I worked 2 month in a hotel in Miami the "Nobu Shore Club". Spent a month in New York and in California. High capacity of adaptability.

Experience

Sales Manager at Fraser Hospitality in Paris

Nov 2016 - Present

- Follow, develop and maximize the sales revenue of the Corporate and leisure segment of the Hotel.
- Sales prospection: clientele portfolio: Corporate, MICE and Leisure.
- Responsible for more than 100 accounts.
- Sales Calls in France UK and Middle-East
- Sales reporting & analysis

Sales Executive at Marriott Opera Ambassador in Paris

2013-2016

- Follow, develop and maximize the sales revenue of the Catering of the Hotel.
- Business I brought: Allianz, Total, DLA Piper, Ernst&Young, EFE: + 84%, Align +30% Ideal Gourmet +5%, Bank Sadler +20%Vs 2015
- Sales prospection: clientele portfolio: Corporate, MICE and Leisure.
- Responsible for more than 150 accounts with 500 appointments in 2015.
- Workshop participation. (Meedex, Reunir, Activ Assistant, Rendez-vous en France, Market Place, Sales Blitz)
- Sales reporting & analysis
- Marketing Management (social media, web promotion: Facebook, Instagram, Google+, Twitter)

Sales Executive at Park Inn by Radisson in Charles de Gaulle

2010-2012

- Follow, develop and maximize the Corporate, MICE segments in France & UK Benelux, Top producer (L3C) = 1000RN
- Sales prospection (12 appointments per week). Portfolio clientele: Roissy en France, Le Bourget and Paris. Responsible of more than 100 accounts.
- Sales calls in France, UK and Benelux. Managed 7 sales missions in 2013
- Workshop participating (Meedex, Reunir, Sales representation Radisson Blu)
- Part of the team that created the business Plan & marketing plan.

Sales Executive at "Dieu créa la Femme" (6 months)

2011

- Follow, develop and optimize the revenue, phoning, e-mailing, organizing fashion shows in the northeast of France and Luxembourg.
- Organization and participation of events. (fashion shows in "Porte de Versailles" in Paris)

Education

BULATS Cambridge Diploma

2016

Business/Sales unit management

2011

CFA Ernest Meyer: Pastry chef School

2007 to 2009

- Brevet Technique Master of pastry (2 years diploma with apprenticeship)
- CAP Pâtissier (1 years diploma with apprenticeship)

Lycée Pierre & Marie Curie Moselle (Metz, France)

2002 to 2006

- BAC Professional (2 years)
- BEP (2years)

Hobbies

- Sport, theater, cinema, music, travel in Europe and USA.
- Driving License