



Phuket

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Leisure real estate sales

EXPERIENCES PROFESSIONNELLES

avr. 2017 / mai 2021

Manager

Company Oriental Crown. Thailand Phuket.

Timeshare and real estate, management of a team of five salespeople, training, customer follow-up.

Closure of the company in 2021 due to Covid.

mars 2005 / janv. 2017

TO MANAGER, HEAD OF SALES in Asia

Thailand and Cambodia. Absolute World Company and Vacationsgroup.

Sales team management (+10 salespeople): recruitment, training, one-shot sales, BtoB

and BtoC (in house). Follow-up of customer files: button up, follow up.

Motivate and stimulate the sales force on products in order to increase performance.

Supervision of a team: heterogeneous qualification levels including sales reps, employees.

Organize the administrative, technical, commercial and human functions.

Build a project and organize its implementation.

Named 3 times Top Closer (45% closing rate) all lines combined.

oct. 2002 / janv. 2005

MANAGER

Sint Maarten caribbean. Company Sunterra, Dreampro and Elite Island Yachts

Sale of Timeshare, fractional and rental investment, 4/5 star leisure real estate

(Marriott, Sheraton, Hilton, Westin) and fractional sales of 5-cabin Catamaran. One shot and BtoB sales. and sales of Catamaran 5 cabins in

fractional. One shot and BtoB sales.

Motivate and stimulate the sales force on products in order to increase performance.

Sales team management (+10 sales reps): recruitment, one shot sales training, BtoB and BtoC.

Named 3 times top seller (35% net closing rate) and 2 times Top closer (43% closing rate) closing net).

janv. 2002 / sept. 2002

GROUP LEADER

Sté Protecnicom France Montpellier(34)

Sale of services: Remote monitoring, digital telephone, air conditioning and sites internet for SMEs SMIs, BtoB sales.

Management of a team of 3 sales representatives.

janv. 1998 / déc. 2001

SALES MANAGER

YC Caraibes, Island of Guadeloupe

Sale Timeshare, Real Estate Leisure Hotel Residence 4 to 5 stars, sale in one shot.

Management of a sales team of 20 salespeople and 3 sales managers.

févr. 1997 / janv. 1998

GROUP LEADER

TEP subsidiary of the CIPE Montpellier group (34)

Sale to SMEs, SMIs and large accounts, remote monitoring products, one shot and BtoB sales.

janv. 1993 / janv. 1997

HEAD OF SALES

RCI
*in Spain and Italy (Venice). Company Sale of Timeshare, leisure real estate 4/5 stars.
One-shot sale.
Management of teams of 5 to 15 salespeople.*

Appointed. 4 times Top closer (40% net closing rate).

janv. 1985 / juil. 1990

CONDUCTOR OF WORKS TP.BAT.

Ste OTH Lille

*Bat, TP, while having passed through the posts of
GO Quantity Surveyor, VRD Site Manager and Works Supervisor .*

DIPLOMES ET FORMATIONS

sept. 1990 / juin 1992

BTS management business organization option co. - BAC+2

sept. 1980 / juin 1984

**CAP, BEP: Draftsman Building, Civil engineering and VRD.; TECHNICIEN
DIPLOMA - BAC**

COMPETENCES

In addition to my professionalism, my experience, I adapt very quickly to all situations. I am often nicknamed: the Chameleon.

COMPETENCES LINGUISTIQUES

Anglais

Courant

Espagnol

Elémentaire