

Simona Acquisto

Phone: Email: Skype: Fam. Status: Date of Birth:

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MY PROFILE

WORK EXPERIENCE

Focus Asia

Regional Director of Contract & Product

- Negotiating supplier contracts in behalf of, and skillfully managing a multimillion-dollar contract with a German key client, generating 3.7M in annual revenue.
- Ensure the most preferred rates and contracts terms by all leading and important suppliers.
- Implement strategic relationships between the DMC and regional local as well as international hotel chains.
- Negotiate and review all contracts for regular bookings, series and ad-hock business and / or supervise the execution of the negotiations.
- Fix and implement contracting standards for all countries.
- * Contract and identify new products as well as to make them sellable for the sales departments.
- Certify and coordinate the flow of informations within all departments.
- Secure the highest possible DMC's recognition due to the guality of products and services offered to the clients; results achieved through the highest cooperation and knowledge of the countries suppliers.

Asco Lotus Travel

(2004 > 2016)

Sales Manager Inbound & Mice

July 2005 – January 2007

(Regional Head Office)

July 2004 - July 2005

Internship

Operational Executive

ASCO Ltd, Vientiane, Laos

October 2003 – July 2004

ASCO Ltd, HCMC, Vietnam

ASCO Ltd, HCMC, Vietnam

(2016 > present)

- Managerial functions in the field of tourism industry within the DMC structures.
- Responsibilities for sales & marketing, planning, reservations, logistics and overall operations.
- Creation of centralized operational system for offices within the region in order to maximize efficiency and profitability.
- ✤ Development of innovative products such as combining features of multiple travel destinations.
- Coordination of Multicultural teams within the DMC structures.
- Client satisfaction throughout all phases of travel services including inquiry, program sale, quotation and inbound services.
- Strong partnerships with suppliers in multiple countries in order to obtain allotments and promotions.
- Designed tour programs and pricing strategies including planning, input data review, output review/approval, verification, validation of program changes, invoicing and follow-up payment.

Product & Quality Control Chief Officer

November 2010 – May 2016 ASCO Lotus, HCMC, Vietnam (Regional Head Office)

Sales Director Inbound & Mice

September 2007 – November 2010 ASCO Lotus, HCMC, Vietnam (Regional Head Office)

Operational Manager

January 2007 – September 2007 ASCO Lotus, Bangkok, Thailand

EDUCATION

University "G. D'Annunzio" Chieti, Italy

(1996 > 2003) Faculty of Languages and Foreign Literatures, with Tourist and Managerial Specialization – Pescara. Graduation Thesis: 'The Nigerian Theatre' (Grade: 110/110) Secondary School "Enrico Mattei" Lagos, Nigeria (1992 > 1996) Specializing in Scientific Studies (Grade: 45/60)

Traveling and living in developing countries as Africa & South East Asia allowed me to develop a deep appreciation of the culture, the history, the mentality and the way of working in these countries.

SKILLS

Professionalism:

Practical experience in program /project Management and relevant Administration / Reporting works.

Identification and participation in the resolution of issues.

Ability to apply good judgment in the context of given assignments, to plan own work and manage conflicting situations.

Communication:

Good communication (spoken and written) skills, including the ability to draft/edit a variety of written reports, studies and other communications. Articulate ideas in a clear and concise style.

Teamwork:

Excellent interpersonal skills and ability to establish and maintain effective partnerships and working relations in a multi-cultural, multi-ethnic environment with sensitivity and respect for diversity, including gender balance.

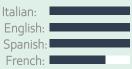
Managing Performance:

Leadership and supervisory skills. Ability to coach, mentor and develop staff.

Adaptation:

Instinctive capacity to easily adapt to different situations and socio-cultural environments.

LANGUAGES



COMPUTER

Systems MS-DOS Win 95 / 98/2000, Excel, Word, Adobe Photoshop, Acrobat Reader, Outlook Express, Internet Explorer and Tour Planner.