



Simona Acquisto

Phone: +84 (0) 90 636 40 13
 Email: siluacquisto@gmail.com
 Skype: simona.acquisto
 Fam. Status: Single Mother
 Date of Birth: 11 August 1978

MY PROFILE

WORK EXPERIENCE

Focus Asia (2016 > present)

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 quality 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)

- ❖ 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

Sales Manager Inbound & Mice

July 2005 – January 2007
 ASCO Ltd, HCMC, Vietnam
 (Regional Head Office)

Operational Executive

July 2004 – July 2005
 ASCO Ltd, Vientiane, Laos

Internship

October 2003 – July 2004
 ASCO Ltd, HCMC, Vietnam

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

Italian: ██████████
 English: ██████████
 Spanish: ██████████
 French: ██████████

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)

COMPUTER

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