



Fernando

PROFILE

Highly experienced sales professional with over 20 years within airlines industry, international travel sector and GSA's representation. Exceptional analytical, organizational and leadership skills.

CONTACT

📍 Madrid

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EDUCATION

Bachelor Degree in Tourism

SKILLS

- Excellent customer service and negotiation skills
- Round the World airfare specialist
- Experience in forming, managing and developing a high performing professional team
- Major account management
- Team/Relationship focus
- Amadeus GDS expert
- Project and strategic planning
- Areas of expertise include being highly ethical, reliable and result driven

WORK EXPERIENCE

Senior Sales Executive / Commercial Department | Stella Maris Viajes
23/01/2023 - Actually

Functions:

- Responsible for the success of the commercial department.
- Negotiate contracts with airlines and companies (ONG's, International Education Agencies, etc).
- Manage travel corporate department and CRM.
- Develop sales and marketing strategy for the company.
- Research relationships within travel and tourism industry.

Senior Sales Executive | Discover The World Spain (Air New Zealand, Gulf Air, Icelandair, Air Malta, Gol)
15/07/2022 - 19/01/2023

Functions:

- Driving growth of airlines represented by Discover the World, volume and revenues.
- Build and leverage clients relationship.
- Developed new business through leads and prospects, working closely with existing and new customers (OTA's, Travel Agencies and Tour Operators).
- Attended trade shows to connect with new and potential customers.

Sales Supervisor/Groups/Ticketing I

Qantas Airways

10/06/2002 - 01/04/2022

Functions:

- Sales closely to achieve business targets, generating strategies, negotiation and business closures.
- Ensuring strong, solid sales and marketing infrastructure.
- Sales support to the trade, clients/Travel Agents/TTOO/OTA's...
- Participate/Coordinate/Support promotional events, trade shows, conferences and industry/community events to promote corporate programs.
- Keep the department updated with relevant changes in the industry and airline products and services.
- Reservations, Ticketing, Groups and Incentives Supervisor.

Administrative Officer I Install

Telecom 03/06/2001 - 30/09/2001

Functions:

- Responsible for the management of a range of administrative tasks.
- Maintained coordinated and updated the client database, records and mailing list.

Call Center Coordinator I Ilunion Call

Centre 17/02/2000 - 30/09/2000

Functions:

- Managing the daily running of the call center including effective resource planning.
- Implementing strategies and operations.
- Optimize call center productivity achieving correct quality standard.