# RESUME



# Patrick A. Widmer

#### CONTACT DATA

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#### **CURRENT POSITION** Management Consultant

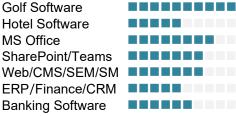
#### PAST POSITIONS

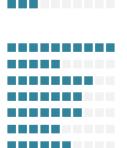
- 18-22: Business Development- & Destination Mgr.; Tour Operator
- 15-18: Golf Director; Resort Operator
- 13-14: Hotel Receptionist, Ski Pro, Guest Relations: Vacation Club
- 11-13: General Manager; Golf Club
- 09-11: Golf Director; Resort Operator
- 07-09: Sales- & Marketing Mgr.; FMCG
- 05-07: Golf Club Management Training; Hospitality College
- 99-05: General Manager / Partner; IT-**Consulting Firm**
- 92-99: Sales, Marketing, Key Account Mgt, Consulting; Misc. IT-Firms

#### LANGAUGES

German English French Spanish Italian Thai

## **IT-SKILLS**





# **Business Development- and Tourism Manager**

15 years experience in Tourism (Golf, Resorts, Hotels, Destination Management, Tour Operating, F&B); 15 years in IT/Consulting and 4 years in Banking/Finance

# **EDUCATION**

- 2021: Diploma as Online Marketing Manager
- 2019: Diploma as a Registered Yoga Teacher by Yoga Alliance
- 2007: Diploma in Golf Club Management & Operations
- 2006: Ski Instructor License
- 2004: Certificate in Eco-Tourism and Sustainable Development .
- . 1990: Diploma in Business Studies Banking
- 1986: Swiss A-levels in Maths and Natural Sciences
- . + misc. trainings in Sales, Management and Hospitality

# **EXPERIENCE & CORE COMPETENCIES**

- . 15 years in General Management, Sales & Marketing, Key Account Management, Project Management and Consulting in the Finance-IT industry
- 7 years in planning, implementing, operating and restructuring of golf operations with up to \$ 5m in revenues and over 100 employees
- 5 years in Food & Beverage and Resorts, 1 year in Hospitality and Vacation Clubs as well as 3 seasons as Ski Instructor
- 3 years in Tour Operating and Destination Management
- 2 years in Sales & Marketing in Fast Moving Consumer Goods
- 5 years of international experience in Europe, North-America and Africa
- Excellent IT-knowledge
- Proficient in 5 different languages (D, F, E, It, Sp)

#### **PROFESSIONAL EMPHASIS**

- Planning, designing, structuring, setting-up, implementing and launching new businesses
- Sales, Marketing, Public Relations, Sponsoring, Key Account-, Eventand Product Management
- General Management, Strategic Planning, Operational Management, Finance Management and HR Management
- Host and Team Leader

## SOFT SKILLS

- Proven leadership qualities and excellent social skills
- Accomplished communication capabilities, written and spoken .
- Natural, open minded, communicative and dynamic personality .
- Creative, flexible and pragmatic achiever

#### **CARRER OBJECTIVES**

Professionally, conscientiously and successfully plan, develop, implement and manage leading service and quality-oriented businesses in all or parts of their essential areas.

## PERSONAL INETERESTS

Golf, Skiing, Mountain Biking, Traveling, Yoga