

RESUME



Patrick A. Widmer

CONTACT DATA

+41 22 548 3388
patrick@pwidmer.com
<https://pwidmer.com>

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

Golf Software	■■■■■■■■■■■■■■■■
Hotel Software	■■■■■■■■■■■■■
MS Office	■■■■■■■■■■■■■■■
SharePoint/Teams	■■■■■■■■■■■■■
Web/CMS/SEM/SM	■■■■■■■■■■■■■
ERP/Finance/CRM	■■■■■■■■■■■■■
Banking Software	■■■■■■■■■■■■■

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-, Event- and 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