

Domenico Di Marzo

I have an outgoing interest in people, with the ability to gain the respect and confidence of varied types of individuals. I strive to do business in a friendly way, while pushing forward to win an objective and sell a point of view. I'm usually a good coordinator who is willing to delegate. I exhibit poise and confidence in most situations. I can work within the broad parameters of an organization, although administration may not be a strong point. I like to feel part of the team, I'm restless for success and I like to lead people rather than direct them to achieve results.

Personal Info

Address

Via Delle Giunchiglie 62
Roma, RM, 00172

Phone

3453980374

E-mail

domenicodm@gmail.com

Skills

- Sales strategies
- Sales expertise
- Excellent communication skills
- Customer assistance
- Business development and planning
- Vendor relations
- Territory management
- SAP expertise
- Data trending knowledge
- Problem resolution
- Networking
- Trend analysis
- Business development

Work History

12-2007

Current

Sales Account

MSC CROCIERE, ROME, ITALY

- Responsible for 300 travel agencies within the center of Italy.
- Monitoring sales and performances of my area against main competitors.
- Training travel agents on new products with one to one and one to many coaching lessons.
- Identifying and implementing strategies to improve the sales in the assigned area.
- Developing, growing and managing relationships within different kind of partners operating in different field form travel, to create new business opportunity.
- Delivering quality reports on results and performance, using Business Object software.
- Supporting office personnel when necessary, doing booking or managing group requests.

Key Achievent :

- 22% average growth in LB (lower berts) in the Area YoY**
- 12% average growht in NPD (Net per diem) in the Area YoY**
- 23 new travel agency activation Yoy**
- Yaerly target reached for 9 times on 12.**

Languages

Italian: Mother tongue

English: B2

Spanish: A2

01-2006

03-2007

Bi-Lingual Media Researcher In PR/Media Analysis

Cision, LONDON, UK

- Developing a deep understanding of client challenges and issues in play.
- Helping develop research proposals and quantitative surveys and qualitative guides, and perform final proofreading
- Participating in managing the execution of the market research, working closely with the field management and data processing teams.
- Analyzing the data results of studies, create first drafts of the strategic presentation to the client.

Key Achievements :

-Automated data aggregation to reduce data processing time of 20%

-Analyzed and reported competitive, economic and industry trends to Marketing & Sales management

Education

2005

Master's Degree:

Communication Sciences And Marketing

University La Sapienza Roma.

Department of Communication Science and Marketing

Interests

-Swimming -Dog Training - Travelling-Discovering hidden culinary gems