



18/07/1959 (64 ans)
Nationalité Française
marie
Permis A y B

Lima

*****@*****.***

General Manager for Hotels from 3 to 5 stars with 30 years of experience, Sénior

EXPERIENCES PROFESSIONNELLES

janv. 2014 /

General Manager

Director of Operations

Aranwa Hotels resorts & spas

www.arawahotels.com

Managing 5 hotels located in Peru, 2 hotels are member of the US hotel Chain Preferred Hotels & Resorts.

Within 4 year I have turned the operation around and passed in positive financial results, increased 50%

Sales between 2014 to 2018 and passed from net losses of -15% to net profit of 12%.

Hotel chain is know well known in the market and received various awards

I am also working in new hotels projects which will probably start by 2020

Awards

* In 2016 our Cusco's property won from World Travel Awards as best boutique hotel of Peru. www.worldtravelawards.com

* In 2017 our Cusco and Urubamba properties won from World Travel Awards as best boutique hotel and best resorts of Peru. www.worldtravelawards.com

* In 2018 our Cusco property won the World Travel Award for the best De luxe boutique hotel of South America.

* Our properties from Cusco and Urubamba also was selected by Conde Nast Travel in 2015 within the best South American Hotels. Cusco was selected also in 2018 and arrived within the ten best of the region.

* In 2019 our Cusco and Urubamba properties won from World Travel Awards as best boutique hotel and best resorts of Peru. www.worldtravelawards.com

* In 2019 our property of Cusco won the first prize by Conde Nast Travel as the best hotel in South America

* In 2019 our property of Sacred Valley won the 2nd prize by Conde Nast Travel as best hotel in South America.

févr. 2013 /

General Manager

The Bristol Hotel Panama

<http://www.thebristol.com/default-es.html>

Member Leading Hotels of the World (LHW). Hotel of 125 rooms and 42 Suites. Considered as one of the best hotel in Panama, I already turned around from loss to profit the hotel within one year of managing

it. Raised to 90% satisfaction on Tripadvisor

Awards

* Leading Hotel in Panama in 2013 by www.worldtravelawards.com

* Excellence prize from Tripadvisor in 2013 and 2014

août 2008 General Manager

2008 Real Intercontinental Hotel Guatemala City

/ http://www.realhotelsandresorts.com/gt/rintercont_gt/home

janv. 2013 <http://www.ihg.com/intercontinental/hotels/gb/en/guatemala-city/guaha/hoteldetail?>

qRef=sr&qDest=Guatemala+City%2C+Guatemala&qRpn=1&qChld=0&qSrt=sBR&qSHp=1&qSmP=3&qGRM=0&qLng=-

90.516602&qRdU=0&qRms=1&srb_u=1&qAdlt=1&qPSt=0&qRtP=6CBARC&qLat=14.6333&qRRSrt=rt&qRad=50&qRpp=12&qBrs=ic.cp.in.vn.hi.ex.rs.cv.sb.cw.ul.6c&qWch=0

* Member of the hotel chain Real Hotel and Resorts, this hotel is one of the 7 Intercontinental of Central America which belongs to the chain. The hotel is now considered as the best in the city.

* Within 12 months, I increased the GOP by 5% and keep a REVPAR above the average market through the 2008-2012 and placed the hotel as the leader of the market.

Awards

* Since 2009, the hotel is the leading one in Guatemala City in occupancy as well as REVPAR

* IHG Safety Award winner for Latin America 2010 & IHG Quality Service award winner

Intercontinental for Latin America in 2008 and 2010

* Best Hotel in Guatemala in 2011 by Newspaper Moneda

* World Travel Award "Leading 's Guatemala Hotel 2012"

* Finalist or "Leading hotel of Central America" in 2012 by World Travel Award

* Excellence prize from Tripadvisor in 2011 y 2012

* Best Luxury Hotel in Guatemala for 2012 by Latin Trade magazine

janv. 2008 / déc. 2013

Member of APATEL (Hotel Association of Panama)

janv. 2007 / déc. 2008

Hotel Consultant

University of Piura

<http://udep.edu.pe/ccEEEE/>

I was in charge of helping the University of Piura with the programs in the hotel careers and culinary courses in order to keep them up to date within the reality of the Hotel business

janv. 2007 /

Hotel Consultant

Owner

www.pbhotelconsultantsinternational.com

Was the official dealer in Peru of Utell/Pegasus and the revenue management software IDEAS Private company existing since 12 years. Can see my clients on the web page.

janv. 1996 / déc. 2005

Hotel Association in Guatemala

1996 to 2005. And from 2015 to 2016. I started the association with 12 members in 1996.

* Member of the Board of Directors of the Peruvian Hotel Association from 2000 to 2006. Was one of the founder member.

* Member of the Board of Director of the FUNGUAT (Hotel Association in Guatemala)

janv. 1995 / déc. 2006

General Manager

Hotel Chain in

in Peru, with six hotels of 4 & 5 star ratings
in the cities of Cusco, Lima, Arequipa, Puno, Urubamba Valley
and Trujillo and five franchised hotels in the Colca Canyon, Tambopata,
Huaraz, Mancora and the Urubamba Sacred Valley.
With a total of 810 rooms located in the main Peruvian cities, 750 employees.
www.libertador.com.pe

* My main task when I arrived in Peru was to develop the chain, which started with 4 hotels and
Increase to 11 hotels up to November 2006.
* I standardized all processes and information management systems within the group and implemented
control and operating systems.
* I supervised all major renovations of the hotels, purchasing of properties overseeing
some USD 60 millions expenditure between 1995 - 2006.
* Of the six hotels, three are rated as 4 stars although I upgraded the service standards
to international 5 star levels.
* In 2005, the hotel chain had an EBITDA of 42%.
* Left Libertador management with ongoing process of building a 300-room 5 star hotel in Lima plus
a 150-room, 5 star hotel in the Sacred Valley, scheduled for completion mid-2011. Did the market
studies and pre projects with a well known firm of architect from USA. Both hotels are now Westin
Lima and
Luxury Collection Tambo del Inca Urubamba.
* The franchised hotels were mainly good 3 star hotels or lodges located in cities or main tourism
destinations, permitting the chain to cover all Peru from the Coast, the Andes and the Jungle.

janv. 1991 / déc. 1994

Assistant General

Secretary of the Cannes Hotel Union

* Coordinator for the creation of a special package, associating five different
4 stars hotels named "Cannes Douceur" (including a Sofitel & Pullman) in 1990

janv. 1990 / déc. 2005

EHMA

* Member of the Board of Directors of Tariq (Peruvian tour operator) in 2000
* Member of the Board of Director of Peruvian Tour Operator "Dasatariq" from 2001
To 2004
* Stammvater of the Association of the Ex Lausanne Hotel Students in Peru.

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Conseiller Commercial

Cuida

* Director of Tourism Care / Turismo Cuida Peru since 2014
* Executive Director of CANATUR (Peruvian Chamber of Tourism) since 2018

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Hotel Manager

Hotel Africa, Monrovia, Liberia

In charge of reopening after major renovations.
Hotel Africa, 6 outlets, casino, sport center, 4 star, night club, 255 units
(Rooms, Villas & Apartments),
<https://www.pinterest.com/pin/331647960031974413/>
Member of Utell Int'l.
Monrovia, Liberia (4 years)

* My first hotel management role with this hotel. I was hired as Assistant Manager but offered full
management of the hotel by the owners almost immediately.
* The major hotel in the capital, hosting all major events and business functions.
* In four years, undertook a full renovation to the property
* The hotel became known as "Monrovia's Meeting Place" up to the beginning of the civil war.
* Hotel was destroyed in 2005

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General Manager

Cape Sierra Hotel, Freetown, Sierra Leone

Tasked with reorganization of the hotel with a new management company,
Planning and supervising major renovation without closing any part of the hotel
operation.
Cape Sierra Hotel, 4 stars, 5 outlets, casino, night club, 75 rooms, 80 bungalows and
a sports center.
Freetown, Sierra Leone (10 months)

* In one year, I was able to renovate most of the rooms using only operating cash flow.
* Brought the hotel up to international 4-star level.
* Due to the impending civil war, I had to leave the country.
* It is a Hilton hotel since 2012.

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General Manager of the

Hotel Cristal in Cannes, France

Tasked to straighten out the Hotel operation, reduce costs, increase the
revenue and occupancy rate.
Hotel Cristal, 4 stars, 51 rooms, restaurant, swimming pool and bar.
Cannes, France
www.hotel-cristal.com

* When I took over the management of this hotel, debt represented nearly 100% of the assets.
* The hotel was unable to pay the loan when I took over, so my first task was to reduce the cost of
operations and renegotiate the loan payment with the bank.
* After 4 years, I left the hotel in a financial healthy situation, complying with creditors and
showing
a net profit.

DIPLOMES ET FORMATIONS

/ juin 2012

Focus; achieving your highest priorities

FranklinCovey Course

/ juin 2011

FranklinCovey Course; Lidars

/ juin 2007

Plan Marketing step by step; Revenue Management

/ juin 2006

Summer Courses 15 days * Financial Statements & Ratios * Budgeting for Hoteliers & Restaurateurs

Lausanne Hotel School; Hotel Financial Management

/ juin 1998

Summer course of 15 days for General Managers

University of Cornell, USA

sept. 1981 / juin 1984

Technicien Supérieur en Hôtellerie et Restauration

Ecole Hôtelière de Lausanne, Switzerland

sept. 1976 / juin 1978

Diploma : B.A.C. Economic Section - BAC+3
Lycée National Libreville, GABON

sept. 1970 / juin 1976

Diploma : B.E.P.C - BAC+3
Collège de Juilly, France

COMPETENCES

economia/negocios/perspectivas-2017, aranwa, hoteles-espera-crecimiento-5-noticia-1954648?ref, economia/negocios/como-afecta, fenomeno-nino, empresas/turismo/230268, hotels, empresas/aranwa-iniciara, construccion, pe/dos, hoteles, lideran, el, top, html, sb.cw.ul.6c&qWch=0, Pegasus, November 2006, information management, offered full, a full