

## PERSONAL DETAILS



<b>Full Names</b>	: Johannes Christiaan du Preez
<b>Known As</b>	: Hannes
<b>ID Number</b>	: 770330 500 2083
<b>Citizenship</b>	: South African
<b>Languages</b>	: Afrikaans & English
<b>Driver's License</b>	: YES Code 08
<b>Marital status</b>	: Married
<b>Dependents</b>	: Two
<b>Cell Number</b>	: 082 618 4263
<b>E-mail</b>	: hannesdp7@gmail.com
<b>Address</b>	: 194 Flufftail Ave, Montana
<b>Availability</b>	: Immediately

## BRIEF DESCRIPTION OF MYSELF

I am a sales and marketing professional in the travel and hospitality industry with more than 15 years marketing and direct selling experience. After completing my B.comm degree in 2000 at the University of North West, I also gained experience in the hotel/service industry, more specifically in the daily operations, financial planning, strategic marketing, sales and branding of 4/5 star hotels, lodges and conference centers.

My success in sales is the result of hard work, determinations, positive attitude, building relationships and trust with my clients.

I live a balanced life and have a wide variety of interests. My strengths include good communication, people, problem solving, planning and organizing skills. In addition to the above, I am self-motivated and can think on my feet. I work well independently as well as in a team. I am someone that leads by example. With my positive attitude towards life, I motivate and positively influence others.

My work is my pride and ethics, and honesty is not negotiable!

Currently I am looking for a position that will enable me to use experience, qualifications, creativity and passion for people.

I will be a valuable asset in your company.

*Hannes du Preez*

## EDUCATION & QUALIFICATIONS

**Institution** : University of Northwest  
**Degree** : B.comm Tourism and Marketing  
**Year Completed** : February 2000  
**Majors** : Business Psychology & Business Management

**Institution** : Eldoraigne High School  
**Level** : Grade 12  
**Year Completed** : 1995  
**Subjects** : Afrikaans, English, Maths, Science, Accounting & Art

**Courses Attended** : Introductory Adventure course (1997)  
 : Micros Fidelio Front Office (2001)  
 : Service excellence Course (2003)  
 : NAAUI Scuba Diving Course (2003)  
 : Opera Express Front Office (2007)  
 : FA Study School 1 (2010)  
 : FA Study School 2 (2011)  
 : FA Study School 3 (2012) – 120 fais credits  
 : RE5 (2012)  
 : Medical Aid Accreditation (2012)

### Computer Literacy

Thorough working knowledge of MS Office - Word, Excel, Power Point, Outlook, Internet Explorer and Sales Force. Advance knowledge of ResRequest, Micros Fidelio, Opera express and Vegas Movie Making and Blue Print FNA

## WORK HISTORY

<b>Position</b>	<b>Company</b>	<b>Period</b>
Sales and Marketing Manager	AM Luxury	Jan 2019 – Nov 2021
Business Development Man	Corporate Traveller	Apr 2016 – Des 2018
Sales & Marketing	Pure Joy Lodge	Oct 2014–Mar 2016
Financial Advisor	Liberty Life	Jun 2010–Sept 2014
Senior Operations Manager	Leriba Lodge	May 2008–May 2010
Sales & Marketing Manager	Leriba Lodge	Sept 2006–Apr 2008
Events Coordinator	Selective Events	Sept 2004–Aug 2006
Operational Manager	Leriba Lodge	Oct 2000–Aug 2004

<b>WORK EXPERIENCE</b>
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**1. Name of Company** : AM Luxury  
**City/Town/Country** : Midrand

**Sales and Marketing Manager** (Jan 2019 – Nov 2021)

*Duties & responsibilities includes*

- Responsible for overall efficiency and effectiveness of AM Luxury’s marketing and central reservations unit, and the day-to-day operations thereof.
- All Sales and Marketing activities for the AM Luxury portfolio (AM Lodge, AM Restaurant Manyeleti, AM Milner Guest House, AM Spa Kruger, AM Marula & AM Kylemore.)
- Develop and implement marketing strategies for all AM Luxury properties.
- Establish, build and maintain strong business relationships with all key accounts (DMCs, local travel agents and international agents)
- Arrange and attend industry events, seminars and travel workshops. Represent AM Luxury at local and international tradeshows and travel workshops.
- Manage Social media campaigns and postings on Facebook, Instagram and LinkedIn.
- Manage Sales and Marketing budget of R2mil per year.
- Manage and update rates and promotions and listings on OTA’s like booking.com and Expedia.
- Initiate, measure and report performance (ROI) of all marketing campaigns, activities and promotions.
- Identify and host influencers, travel bloggers and VIP guest
- Provide Product Training with local DMC and agents.
- Overseeing reservation department with 3 staff members
- Respond to all guest feedback on Trip Advisor and GuestRevu.

**2. Name of Company** : Corporate Traveller (*div. of Flight Centre*)  
**City/Town/Country** : Centurion, Pretoria

**Business Development Manager** (April 2016 – Dec 2018)

*Duties & responsibilities includes*

- Acquisition of New Corporate Accounts: Lead sourcing, qualifying leads and cold calling and setting up meetings with clients.
- Client meetings: Conducting a business travel analyses, present clients with business travel solutions and recommendations.
- Presenting Solutions: Prepare and present travel presentations and solutions.
- Compile and submit RFP’s and travel tenders
- Sign service level agreements with companies.
- Implementation meetings and travel manger introduction meetings with new clients
- Driving and Tracking Account Management of new Corporate Clients for the first 12 months
- Building and maintaining a healthy business pipeline
- Attending weekly sales meetings with feedback on results and trends

- Attending networking client functions, training seminars, client functions, focus days and conferences
- Quarterly review meetings with clients: Analyse travel patterns, spend and behaviour to assist clients with strategic plans/recommendation to optimize travel savings.

**3. Name of Company** : Pure Joy Lodge  
**City/Town/Country** : Kameeldrift East, Pretoria

**Sales & Marketing/Operations** (Oct 2014 – March 2016)

*Duties & responsibilities includes*

- Product development/improvement and quality control.
- Negotiate rates for corporate clients, travel agents & tour operators.
- Develop and Implement marketing plan, strategy and budget.
- Corporate Sales (Selling conference/accommodation packages to companies, Travel Agents and Government)
- Develop and implement advertising campaigns.
- Initiate and implement all promotions & special packages.
- Plan and manage marketing functions.
- Responsible for all sponsorships, prizes, complimentary rooms & site visits.
- Maintain existing and explore new possibilities for advertising
- Build, maintain and develop working relationships with all suppliers and contractors.
- Responsible for all personnel issues, leave, and time sheets et.
- Training of staff
- Build and maintain relationships with current suppliers and clients.
- Source for new/better suppliers

**4. Name of Company** : Liberty Life  
**City/Town/Country** : Hatfield, Pretoria, South Africa

**Financial Advisor** (Jun 2010 – Set 2014)

*Duties & responsibilities includes*

- *Liaising with clients to determine financial needs.*
- *Provide clients with financial advice with regards to protection of wealth incase death, disability, dreaded disease and medical aid.*
- *Making appointment with individuals and companies (cold calling)*
- *Estate planning and wills*
- *Selling business insurance and corporate benefits to companies.*
- *Building relationships with existing and new clients.*
- *Account Management - service existing clients.*
- *New Business Development – generating leads*
- *Financial advice with regards investments and retirement annuities.*

Reason for leaving: Received a job offer from Pure Joy Lodge

**5. Name of Company** : Leriba Lodge  
**City/Town/Country** : Centurion, Pretoria, South Africa

**Senior Operations Manager** (April 2008 – 31 May 2010)

*Duties & responsibilities includes*

- Oversee marketing, conference and accommodation departments.
- Acts as liaison manager for VIP guests, super 14 & international rugby teams.
- Build and maintain relationships with current suppliers and clients.
- Explore new marketing opportunities.
- Develop and implement advertising campaigns and promotions
- Develop and implement special packages
- New Business development
- Working together with conference and front desk departments to streamline internal procedures and to improve customer service levels.
- Product development/improvement and quality control.
- Responsible to develop and maintain the Leriba Loge brand & image.
- Negotiate rates for corporate clients, travel agents & tour operators.
- Corporate Sales (Selling conference/accommodation packages to companies)
- Oversee daily operations and maintenance.

**Sales & Marketing Manager** (Sept 2006 – April 2008)

*Duties & responsibilities includes*

- The total cost-effective marketing of Leriba Lodge and Leriba Golf Lodge (5 star self-catering lodge in Phalaborwa).
- Develop and implement marketing plan, strategy and budget.
- Corporate Sales (Selling conference/accommodation packages to companies, Travel Agents and Government)
- Develop and implement advertising campaigns.
- Plan, organize and Represent Leriba Lodge at tourism shows like the Tourism Indaba, Spotlight on Africa & Meetings Africa.
- Negotiate rates for corporate clients, travel agents & tour operators.
- Initiate and implement all promotions & special packages.
- Acts as liaison manager for VIP guests, super 14 rugby teams and international rugby teams like the All Blacks, England and Wallis
- Plan and manage marketing functions, golf days & community projects.
- Manage private suite at Loftus Versveld.
- Responsible for all sponsorships, prizes, complimentary rooms & site visits.
- Working together with conference and front desk departments to streamline internal procedures and to improve customer service levels.
- Internet marketing and website maintenance.
- Maintain existing and explore new possibilities for advertising.

**Operational Manager** (Oct 2000 – Aug 2004)

*Duties & responsibilities includes*

- Total cost-effective managements of all daily operations and logistics.
- Responsible for all purchases & stock levels.
- Maintenance of rooms & conference venues.
- Build, maintain and develop working relationships with all suppliers and contractors.

➤ Responsible for all personnel issues, leave, time sheets et.

*Shared responsibilities:* Bank reconciliation, restaurant reconciliation, monthly commission reports.

**6. Name of Company** : Selective Events  
**City/Town/Country** : Centurion, Pretoria, South Africa

**Events Coordinator/owner** (Sept 2004 – Aug 2006)

*Duties & responsibilities includes*

- Total Events Coordination – from concept through to implementation.
- Cold Calling, setting up appointments.
- Corporate presentations and sales.
- Acted as middleman between venues and corporate clients
- Liaising with clients on executive level
- Manage client's budget

### PREVIOUS POSITIONS

*All previous positions held prior above*

Position	Name of Company	Dates
Salesman	Wierda Furnishers	Jan 2000 – Sept 2000
Waiter	Panarotti's Potchefstroom	March 1998 – Dec 1999
Barman	Durban Undersea Club	Jan 1996- Dec 1996

### REFERENCES

Name of direct report	Position	Company	Telephone
Heleen Huyser	Team leader CT		012 648 3626
David Nicholas	GM	Pure Joy Lodge	082 820 0770
Marione Engelbrecht	Assistant GM	Leriba Lodge	012 660 3300
Coenie van Wyk	Owner	Wierda Furniture	012 654 2200