



LOOKING FOR AN OPPORTUNITY IN HOTEL MANAGEMENT

ABOUT ME

My 30 years in the hotel industry, 14 of which were spent working internationally with various international groups, on structures of different sizes and service quality, have defined me as a multifaceted manager with responsibilities in supervision, project management, performance monitoring and communication. My managerial approach motivates, federates and involves teams around a project, a vision, a story.

Saint Exupéry once said, "We only see clearly with the heart, what is essential is invisible to the eyes."

PASCAL BAILLY

Pascalbailly3@gmail.com
+ 33 6 30 16 44 58
Vailhauquès (Hérault) - France

APTITUDES

MANAGEMENT

Emphatic leader
trains & develops employees
federates around a vision/objective
implements a culture of change

OPERATIONS SKILLS

Strong analytical skills
work in project mode
Results/quality oriented
NLP management & forecasting.
Creation of service and sales offers

COMMUNICATION

Development of partnerships / institutions
e-marketing & Distribution

EDUCATION / TRAINING

General manager Training courses
Académie ACCOR Evry 2006 - 2007

BTS MANAGEMENT HOTELIER
Lycée professionnel Saint Quentin en
Yvelines / Juin 1993

EXPERIENCES

GENERAL MANAGER HOTEL COMPLEX AND PUBLIC RELATIONS

Eau Thermale Avène l'hôtel 4* - 60# - 1 restaurant - 600 M2 of meeting rooms
Résidence Hôtelière 31 apartments
| September 2017 - September 2023

- Repositioning the hotel and restaurant / Ecolabeling
- Implementation of sales strategy / Distribution (new segmentations)
- Team recruitment, training and development
- Creation of budgets & implementation of management control
- Site supervision - Swimming pools - Meeting area - Hotel residence

GENERAL MANAGER

Fontevraud l'hôtel 4* | 60# - 2 restaurants (1 star Michelin) - 1000 M2 meeting rooms
/ December 2013 - August 2017

- Opening of the hotel and creation of the restaurant offer (1 star Michelin after 1 year of operation)
- Implementation of positioning and sales / distribution strategy
- Recruitment & training of all teams
- Creation of budgets & implementation of management control

DEPUTY MANAGER

Novotel Paris Tour Eiffel 4* Paris - 792# - 2 restaurants - 2000M2 of meeting rooms
| July 2009 - June 2013

- Management of daily operations
- Improved management ratios
- team training & development

GENERAL MANAGER

Novotel Strasbourg Centre Halles 4* - 91 # - 1 restaurant - 200M2 of meeting rooms
| March 2007 - July 2009

- Management of daily operations
- Improvement of management ratios
- training & quality development

DEPUTY MANAGER - ACTING GM

Sofitel Bamako 4* - Mali - 191# 2 restaurants - 1000m2 of meeting rooms
| July 2004 - March 2007

- Management of daily operations
- Strong institutional/owner representation
- team training & development
- Budget creation - sales strategy

F&B MANAGER THEN DEPUTY MANAGER

Sofitel Bucarest 4* - Romania 205# - 2 restaurants - 1 convention center
| April 2000 - July 2004

- Restaurant opening
- Business development banqueting segmentation
- Improvement of management ratios
- Team training & development