

PERSONAL INFORMATION

Giorgi Dolidze



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Date of birth 23 July 1993 | Nationality Georgian

WORK EXPERIENCE

13 December 2017 - Present

Director of Sales & Marketing Hotel Porta Caucasia Kazbegi

Tbilisi (Georgia)

Organisation's Profile: Hospitality, Tourism

Duties:

- To take part in setting company strategies and goals
- Having constant contact with partners
- Revenue Management
- B2B Meetings
- Setting up the budget
- Team Building
- Lead and coach a team
- Setting up the hotel business strategies
- Set goals and to determine action plans to meet those goals
- Provide the highest quality of service to the customer at all times
- Participates in sales calls with members of sales team to acquire new business and/or close on business
- Assess additional training needs based on data gathered and interaction with sales team from property visits
- Targeting key accounts potential for the company
- Implementing all sales action plans related to my market areas as outlined in the marketing plan
- Identifying new markets and business opportunities and increase sales
- Accompany sales team on sales calls to potential clients to assist in development of the account and to access the effectiveness and sales skills of the sales person
- Market research, setting up competitive rates
- Maintaining positive relationships with clients to encourage repeat and recurring business
- Developing promotional and advertising materials for the hotel

1 February 2016 - Present

CEO & Co-Founder Hospitality Solutions & Consulting Group (HSC Group)

Tbilisi (Georgia)

Organisation's Profile: Start-up, Consulting, Hospitality, Tourism

Duties:

- To take part in setting company strategies and goals
- Having constant contact with partner hotels representatives
- Revenue Management
- B2B Meetings
- To develop the company strategy
- Product Development
- Promoting the Company
- Market Research
- To take part in service of consulting

25 December 2014 – 10
December 2017

General Reservations & Sales Manager **LikeGeorgia (Inbound Department of Turi.ge)**

Tbilisi (Georgia)

Organisation's Profile: Tourism

Duties:

- Creating, monitoring, updating the database of hotels
- Having constant contact with partner hotels representatives
- To take part in creation of tour packages
- To take part in setting company strategies and goals
- Revenue Management
- To develop the company strategy
- Sales/Marketing Management
- B2C/B2B customer service
- Event Management
- Social Media Management strategies
- B2B Meetings
- To take part in Tourism fairs
- Product Development
- Promoting the Company
- To find new partners
- Monitoring Web-Site Content
- Market Research
- Receiving and Processing Reservations for Tours and Hotels
- Preparing weekly and monthly reports

10 November 2013 – 10
December 2017

Hotels and Sales Manager (Inbound Department) **Turi.ge (HotelsPro&Metglobal General Sales Agent In Georgia)**

Tbilisi (Georgia)

Organisation's Profile: Tourism

Duties:

- Creating, monitoring, updating the database of hotels
- Having constant contact with partner hotels representatives
- Processing the bookings and reservations
- To take part in creation of tour packages
- Regular updating company web-site content (prices, availability, etc.)
- Preparing Weekly and Monthly reports
- Account Manager at international reservation systems (Metglobal.com (DMC), Hotelspro.com)
- Managing hotels database, information, accounts.
- Promoting Metglobal and HotelsPro in Georgia
- To find new partners
- Promoting Company
- Sales/Marketing Management
- Event Management
- B2C/B2B customer service

1 October 2013 – Present

Sales Manager **Shio's Cellar**

Tbilisi (Georgia)

Organisation's Profile: Winery

Duties:

- Increasing sales
- To take care of the Company development
- Promoting and advertise the Company in foreigner markets
- To have constant connection with distribution partners in foreigner target markets
- Sales strategic planning
- Finding new partners from the targeted markets
- To receive orders from foreigner countries
- Other duties up to request

1 April 2012 – 1 September 2013

Consulting Manager

Hotel “Kakheti”

Tbilisi (Georgia)

Organisation's Profile: Tourism

Duties:

- Monitoring Hotel Inbound Operation / Services
- Consult for OTA arena
- Revenue Management
- Finding and troubleshooting service defect
- To take care of the hotel development
- Promoting and advertise the hotel
- To have constant connection and consultations with tour-companies
- Strategic Planning
- Recruiting, training and monitoring staff
- Planning work schedules for individuals and teams
- Integrate and develop the adequate standards
- Other duties up to request

EDUCATION AND TRAINING

22 September 2017–Present

Applied Economics PHD Program

Iakob Gogebashvili Telavi State University

Student

September 2016 – September 2017

Business Administration Master in Management

Iliia State University

Master

Covered Subjects: English Language (C1), Economics (Microeconomics & Macroeconomics), Business Statistics, Advanced Marketing, Advanced Finances, Advanced Management, Banking, Financial Management, Modern Management, Marketing-Management etc.

03 October 2011–2015

Business Administration Bachelor in Management

Iliia State University

Bachelor

Tbilisi (Georgia)

Covered Subjects: English Language (B2-C1), Basics of Economics (Microeconomics & Macroeconomics), Business Statistics, Basics of Marketing, Basics of Finances, Basics of Management, Banking, Financial Management etc.

24 September 2009 –
31 July 2010

Accountant

Vocation Educational Centre “Prestige”

Graduated

Telavi (Georgia)

2010

Business Competition of Georgian Vocational Education Centres

1st Place

Venue --- Tbilisi (Georgia)

Organized by --- British Council

2011

Youth Seminar Values, Policy and Communication

Venue --- Tbilisi (Georgia)

Organized by --- Conservative WFD Programme (United Kingdom)

2011

HR Skills Seminar

Venue --- Tbilisi (Georgia)

Organized by --- Free University of Tbilisi

2011

PR Technologies Seminar

Venue --- Tbilisi (Georgia)
Organized by --- Free University of Tbilisi

2011 **Management Skills Seminar**

Venue --- Tbilisi (Georgia)
Organized by --- Free University of Tbilisi

2012 **Body Language Seminar**

Venue --- Tbilisi (Georgia)
Organized by --- Ilia State University

2012 **Communication Techniques Seminar**

Venue --- Tbilisi (Georgia)
Organized by --- Ilia State University

2012 **Presentation Techniques Seminar**

Venue --- Tbilisi (Georgia)
Organized by --- Ilia State University

2012 **Discussion Techniques Seminar**

Venue --- Tbilisi (Georgia)
Organized by --- Ilia State University

2012 **Teamwork Techniques Seminar**

Venue --- Tbilisi (Georgia)
Organized by --- Ilia State University

2013 **Leadership Skills Seminar**

Venue --- Brussels (Belgium)
Organized by --- European People Party (EPP),

2014 **Georgia Youth to Business Forum**

Venue --- Tbilisi (Georgia)
Organized by --- AISEC Georgia

PERSONAL SKILLS

Mother tongue(s) Georgian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	Excellent	Excellent	Excellent	Excellent	Excellent
Russian	Excellent	Excellent	Good	Good	Good
German	Basic	Basic	Basic	Basic	Basic

Communication skills

- Team Worker: skills gained through my education process and work experience
- Sociable: Always easily establish contact with people and create friendly atmosphere
- Intercultural Skills: Experienced in contacting and working in one team with people of different

cultures

- Adaptable: Ability to adapt stressful atmosphere
- Presenting skills : Many years of experience in preparing and giving presentations

Organisational / managerial skills

- Concentrated & Dedicated
- Good time manager
- High sense of responsibility
- Diplomatic
- Good Leadership skills
- Analytical Skills
- Critical to details

Driving licence B Category

Computer Skills

- Competent with all Microsoft Office Suite programs
- Adobe Photoshop
- Corel Draw
- Booking.com Extranet
- Metglobal DMC, HotelsPro Extranet Accounts
- Expedia Extranet
- Tripadvisor Extranet
- Opera (GDS)
- Micros & Oracle systems