

# Roberto Sambucci



02.01.87 - Italian

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 milizioner

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Change seeker looking for a fast-paced and challenging environment where to express his propensity to be “face” of the company.

## LANGUAGES

**Italian** mother tongue

**Spanish** C2 proficiency - Master course, self-study since 2014, working in Spain since 2015

**Russian** C1 advanced - 100-hours individual course, 3 summers at St Petersburg, 6 months at Rostov On Don

**English** B2 upper-intermediate - school courses, current news readings

## EXPERIENCE

**Grupo Hotusa** · hotel wholesaler & OTA

**Country Manager Colombia Panama Costa Rica**

oct 2017 - now

country development & portfolio management · 150 hotels, € 6.5 million value

Bogota

**Business Development Manager Italy**

jan - oct 2017

customer development & retention of Florence, Naples, Southern Italy & Islands area

Barcelona

**Account Manager Italy**

jan 2016 - jan 2017

area portfolio mgmt and rates negotiations of Venice and Florence area

Barcelona

**Hotel Hesperia Tower** · NH luxury hotel · **Receptionist & concierge** (Barcelona) feb - dec 2015

**Fondartigianato** · handicraft association · **Consultant** (Rome) feb 2013 - gen 2015

B&B concierge, Yves Rocher shop assistant, summer waiter 2009 - 2014

## EDUCATION

**44th Master in Diplomatic Studies**

2013 - 2014

SIOI - Italian Society for International Organization

Rome

**M.Sc. in Political Sciences** · 110/110 cum laude

2011 - 2013

Sapienza - University of Rome

Rome

**BA in Political Sciences and International Relations** · 95/110

2007 - 2011

Sapienza - University of Rome

Rome

## SKILLS

**diplomacy, empathy, target-orientation, adaptability**

Outstanding relational skills bred since young as vicepresident of Leo Club Velletri (Lions International) in charge of public relations (2005-09). Always willing to raise the bar while finding effective ways to cooperate with others.

## HOBBIES

Passionate about discovering other cultures, languages and traveling. Since child curious about history and economic and political world dynamics. Amateur painter. Sailing instructor at Lega Navale Italiana since 2008 after a long practice as a cadet during summer and holidays since 1999.