





ANDREA TARRICONE

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 /andreatarricone

PROFILE

A talented, dedicated & self-motivated dreamer who have been working in sales and business development in national and international markets.

Hardworking with the natural capacity to focus on the "big picture" and clearly identify key actions to achieve goals.

SKILLS

Masterful relationship building & relationship management.

Powerful communication and listening skills. Ability to work in a team environment, as well as autonomously.

Self-starter, motivated, team player with strong organizational skills.

Creative, strategic thinker – able to shape, develop and execute global strategy.

EDUCATION

Master Innovation Management

24ORE Business School

Milan, Italy MAY 2023

Bachelor of Business Administration in Hospitality Management (Honors Track)

Glion Institute of Higher Education,
Switzerland DEC 2010

LANGUAGES

Italian Mother Tongue

English Fluent

Spanish Fluent

Portuguese Intermediate

French Intermediate

WORK EXPERIENCE

International Sales Manager • FC Internazionale, Milan

SEP 2022 - TODAY

- Developing an International business development strategy focused on financial & brand awareness growth
- Identify and source partnership opportunities through inbound lead follow-up and outbound cold calls, emails and client visits.
- Forecast, measure, and report the results of various projects with partners, including co-created and/or co-branded content promotions, lead sharing, and/or event partnerships

Senior Hospitality Account • FC Internazionale, Milan

FEB 2018 - AUG 2022

- Developed and fostered lasting relationships with new/existing clients which resulted in an increase sales by 38% vs. 2017
- Leading the development of business plans and tactical action plans to maximize business opportunities and achieve sales goals using Salesforce.com
- Contributed in achieving and exceeding the set budget of:
€ 6,5 mln season 2018/19
€ 8 mln in 2019/20
€ 8,4 mln in 2020/21

Groups & Events Sales Supervisor • Mandarin Oriental, Milan

SEP 2016-FEB 2018

- Supported the creation of the Special Events Sales Team that resulted in a 54% increase in Hotel sales (exceeded target of € 1,5 mln).
- Sales generation – maximize revenue while developing long-term relationships with clients (both local and international).

Special Events Sales Agent • BELMOND (LVMH Group), Milan

JUNE 2011-AUG 2016

- Helped achieving the target of EUR 5mln€ in 2013 & 2014
- Analyze sales statistics to determine sales potential, approach and inventory requirements.