
EXPERIENCE



JACOPO GIANFRANCESCHI

AREA MANAGER

Experienced Area Manager with a proven history of working in the car rental industry.

Expert in the management and organization of corporate branches and affiliates.

Strong analytical propensity for local and national data and turnover.

Skilled in creating and motivating staff who achieve company objectives.

CONTACTS

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Via Francesco Cilea, 210

Roma 00124

License: B

Date of Birth: 29/05/1988

Belonging to the protected categories (L. 68/99) with a degree of disability of 67%.

HOBBIES AND INTERESTS

Sport

-Surfing, Soccer, Combat sports

Travel

AUTOVIA SRL

AREA MANGER CENTRE ITALY

1 DEC 2022 – CURRENT

- Organization of branch activities to achieve company KPI's
 - Relations with suppliers and negotiation of supply contracts
 - Supervision and operational management of the Branches
 - Selection of personnel, including Branch Managers and Assistant Branch Managers, sales agents, ensuring the hiring of qualified and motivated individuals.
 - Management of customer problems to keep customer satisfaction high
 - Operational management of vehicle fleets and maintenance
 - Individual coaching for staff, to improve performance and ensure a positive and motivating work environment.
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NOLEGGIARE

AREA MANAGER SOUTH ITALY

1 MAR 2020 – 30 NOV 2022

- Branch management during the pandemic crisis
 - Opening and organizing new branches
 - Creation of budgets and staff numbers
 - Creation of qualitative processes for branch management
 - Staff organization and coaching
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SIXT

RENTAL SALES AGENT

1 Jul 2018 – 28 Feb 2022

- Rental sales agent at Fiumicino airport (Rome) with excellent sales performance and customer satisfaction
 - Opening Rome Termini branch and supervising branch activities
 - fleet branch management and maintenance
 - supplier and shift management
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CAVALLINO RESTAURANT

SOUSE CHEF

28 Dec 2012 – 13 Dec 2015

- Creation of menus and food cost
 - Management of employee shifts
 - Organization of kitchen tasks and timing
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ECOF ITALIA

RECEPTIONIST

15 Sep 2012 – 5 Dec 2012

- Appointment management
 - Customer service and new partner management
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TRAVIS GROUP

AIRPORT SECURITY AGENT

28 Nov 2010 – 6 Nov 2011

- Security check for companies as Egypt air, Korean airline, Japan airline, Thay airline.
 - Baggage reconciliation for sensitive flights
 - Passport control
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EDUCATION AND TRAINING

Vincenzo Pallotti school

Scientific high school

Graduated in 2007

Rome, Italy

Shenker

4 Jan 2012 – 4 Jul 2012

Advanced English course

Rome, Italy

www.shenker.com

ielts test

10 Mar 2014 – 10 May 2014

ielts Test exam with 7 overall

Sydney, Australia

www.ielts.com.au

SKILLS

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- Very high communication skills and leadership
 - Very performant seller
 - Ability to work in a group, creativity, doping with pressure rapid acclimation to the new operation condition.
 - Staff organisation and achievement of the company goals.
 - Knowledge of the marginal of the stations.
 - Planning of the fleet and profit.
 - Collaboration with UEFA Euro 2020, FS Group, Italian airports, 5 stars Hotel for partnership.
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LANGUAGE SKILLS

Mother tongue: **Italian**

Other language: **English B2; Spanish A2**

DIGITAL SKILLS

- Microsoft Word
- Microsoft Office
- Microsoft Excel
- Microsoft PowerPoint