

BLAISE DE CARVALHO



After working for almost 7 years in the tourism industry, mainly in sales, I decided to start a professional retraining. My objective is to join a team as a Junior Web Developer where I can gain a consistent work experience. Throughout my trainings and the projects I achieved, I acquired knowledge in Python3, Django, HTML5, CSS3 and some experience in relational databases (MySQL, Oracle).

+337 82 91 95 91

blaisedecarvalho@gmail.com

www.linkedin.com/in/blaisedecarvalho

<https://github.com/Zeble1603>

Carrer de les Carolines 7, 2/2a
08012
Barcelona, Spain

Technical skills

Python 3, Django, HTML5, CSS3,
Git, Github

Projects

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Education

Universidade de Lisboa – ESHTe
Master's degree in Tourism and communication
2012-2014

Université Paris X Nanterre
Bachelor's degree in Geography & spatial planning
Erasmus – Instituto de Geografia e Ordenamento
do Território - Lisboa
2009-2012

Certifications

-Python by Open Classroom
-HTML5 & CSS3 by Open Classroom
-Django by Udemy

Languages

-French: Native
-English: C1 – Advanced
-Portuguese: C2 – Proficient
-Italian: C1 – Advanced
-Spanish: C1 – Advanced

Work experience

[eDreams ODIGEO, Barcelona](#)

Sales Lodging Specialist

June 2018 –

- Source, contact and convince the hotels to use our platform ODIGEO Connect in order to facilitate their distribution and increase their online visibility
- Offer a high-quality service, customer oriented: Assist the hotels by explaining how to use our extranet, facilitate the connectivity with their channel manager
- Achieve the monthly targets set by our managers

Recommendations on request

[Voyageurs du Monde, Paris](#)

Product Manager Portugal & Tailor Made Travel Designer

2014-2018

- Build and sell high-end tailor-made travels. Top seller in the Southern Europe Dpt with a sales revenue of 813 000 € in 2017 and a success rate of 42,97% in a highly competitive environment.
- “Luxury Attitude” referent worker : Provide the best service and the best experiences to our customers.
- Train 4 new travel agents on selling techniques and constructing itineraries.
- Source and contract new hotels and providers, maintaining an excellent relationship with them by frequently visiting them in Portugal and Spain.

Recommendations on request

Hobbies and interests

- Music : Achievement and release of two albums (<https://thecaukasscience.bandcamp.com/album/nrouz>
<https://www.youtube.com/user/TheCaukasian>)
- Travels
- Sports : Surf, Football, Rugby