

# BLAISE DE CARVALHO



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

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<https://github.com/Zeble1603>

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

## Technical skills

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Python, Django, HTML5, CSS3, SQL  
Git, Github

## Certifications

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OpenClassroom:

- Learn how to code in Python
- Start your Django Project
- Learn how to build a website using HTML5 and CSS3

Udemy:

- Python and Django full stack web developer Bootcamp

## Education

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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

## Languages

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

## Work experience

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[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

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