

Contact

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www.linkedin.com/in/marcoaldeia
(LinkedIn)
www.abreuonline.com (Company)
www.abreu.pt (Company)

Top Skills

Sales Support
Sales Management
Destination Management

Languages

Portuguese (Native or Bilingual)
German (Professional Working)
Spanish (Professional Working)

Publications

W2M lança operador e plataforma
de reservas para agências de
viagens em Portugal
W2M PRO apresenta-se na BTL
W2M Pro apresenta-se em Portugal
W2M PRO estreia-se em Portugal

Marco Aldeia

Business Development Manager - W2M WORLD2MEET
Lisbon Area, Portugal

Summary

With a Post-Graduation in Destination Management, a Master Degree in Online Distribution and a solid career in companies such as Abreu Online (Viagens Abreu S.A.) and W2M – World2Meet, I have now the following strengths:

- . More than 10 years of experience in Tourism and expertise in the following fields:
 - . Sales Management;
 - . Market Prospection;
 - . Implementation of new Businesses;
 - . Business Development;
 - . Online Distribution;
- . A portfolio of more than 1200 partners in several markets such as, South, Central and Eastern Europe; South America and Middle East.

Experience

W2M WORLD2MEET

Business Development Manager
February 2017 - Present (3 years 3 months)
South of Portugal

- Target area, South of Portugal and Azores;
- Development of W2M Pro as a retail distribution of W2M;
- Develop business with existing clients;
- Acquire potential clients and develop their business;
- Develop new business opportunities.

Viagens Abreu, S.A.

6 years 7 months

Abreu Online - Market Manager
June 2015 - February 2017 (1 year 9 months)
Linda-a-Velha

- Chief of Sales of Abreu Online's Portugal Office;
- Target areas: Portugal, Central and Eastern Europe, namely Germany, Switzerland, Austria, France, Russia, Poland, Czech Republic, Hungary and Croatia;
- Responsible for the planning, budgeting and forecasting of the target areas, in terms of revenue, margins, turnover and required resources;
- Development and promotion of Abreu Online's platform for OTAs, Wholesalers, Tour Operators and Travel Agencies;
- Develop business with existing clients;
- Acquire potential clients and develop their business;
- Develop new business opportunities.

Abreu Online - Sales Manager for Central & Eastern Europe
June 2012 - February 2017 (4 years 9 months)

Linda-a-Velha

- Target area, Central and Eastern Europe, namely Germany, Switzerland, Austria, Poland, Czech Republic, Hungary and Croatia;
- Responsible for the planning, budgeting and forecasting of the target areas, in terms of revenue, margins, turnover and required resources;
- Development and promotion of Abreu Online's platform for OTAs, Wholesalers, Tour Operators and Travel Agencies;
- Develop business with existing clients;
- Acquire potential clients and develop their business;
- Develop new business opportunities.

Abreu Online - Sales Support
August 2010 - June 2012 (1 year 11 months)

Linda-a-Velha - Portugal

- Assisting Abreu Online's national and international sales teams;
- Optimizing the relationship between suppliers and clients.

Groundforce
Customer Consultant
December 2009 - July 2010 (8 months)
Lisbon - Portugal

Viagens Abreu, S.A.
Abreu Online - Systems, Suppliers and Data Base Manager
July 2007 - October 2008 (1 year 4 months)
Linda-a-Velha - Portugal

- Systems and data base management and optimization;

- Management of suppliers and its contents.

Education

Escola Superior de Hotelaria e Turismo do Estoril

Master, Destination Management · (2010 - 2011)

Escola Superior de Hotelaria e Turismo do Estoril

Post-Graduation, Destination Management · (2009 - 2010)

University of Southampton

Graduation, Modern Languages, Portuguese and English Studies, Modern Languages, Portuguese and English Studies · (2006 - 2006)

Universidade Nova de Lisboa

Graduation, Modern Languages, Portuguese and English Studies, Modern Languages, Portuguese and English Studies · (2002 - 2006)