



Aleksei Nikholai O. Bacar

Professional Goals

A highly determined individual with passion for excellence, focusing on achieving greater heights in hospitality industry.

Get in touch!

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Work Experience

Sales Executive - Rooms (Business Development)

Joy~Nostalg Hotel & Suites Manila Managed by Accor | November 2019 - Present

- Directly reporting to the Director of Sales and Marketing, Director of Sales
- Handled Corporate Accounts in some parts of Ortigas Business District, Rizal Province, McKinley in Taguig City, San Juan City, Quezon City and Makati City.
- Tasked to maintain current corporate accounts; and focused to establish and develop new businesses to strengthen corporate segment.
- Was able to improve revenue in areas of responsibility by adding 150% in the first 3 months vs previous year's YTD.
- Was able to represent the hotel in various Travel and Trade B2Bs and seminars

Sales Executive

Hotel 101 Management Corporation | June 2019 - November 2019

- Reported directly to the Head - Group Sales and Marketing
- Handled corporate clients, both FIT and MICE, in Ortigas Business District and Pasig City; And, with special handling of Sports and Entertainment segment including its sponsorships and tie-ups.

Marketing Executive

Hotel 101 Management Corporation | February 2019 - June 2019

- Reported directly to the Head - Group Sales and Marketing, working hand-in-hand with PR and E-commerce Managers
- Assisted E-Commerce Manager for online contents of all hotel websites and Online Booking Platforms utilized by the group
- Handled social media presence of all hotels and monitored online reviews
- Handled partnerships, sponsorships and individual bookings of entertainment accounts
- Assisted PR Manager in creating promotions, public relations deliverables and events
- Did Business Development by collating updated sales and marketing trends and methods to increase revenue and reduce sales cost
- Monitored guests satisfaction by doing month-end reports of each Hotel's Satisfaction Rating

Sales Executive

Hotel 101 Management Corporation | October 2016 - February 2019

- Reported directly to the Head - Group Sales and Marketing
- Awarded Top 3 Highest Achiever for having 122% vs goal in over-all Hotel 101 Group Budget for 2017
- Awarded Champion in 2018 Sales and Marketing Plan
- Handled corporate clients, both FIT and MICE, in Mandaluyong, Pasig, San Juan, Quezon City and Rizal
- Handled Entertainment, Sports segment which includes sponsorship and tie-ups and several Government and Travel special accounts



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Character Reference

Bennix Bryan M. Ronquillo

Market Manager, Traveloka
Entrepreneur, House of Spice Manila
+63 961 2522227

Jamaica Andrea A. Puti

Senior Sales Manager,
Hotel 101 Management Corporation
+63 998 5377480

Fe Divina Tampinco - Pantig

Recruitment Supervisor, goFLUENT
+63 917 8787653

Work Experience

Guest Service Officer

Somerset Millennium Makati | June 2015 - October 2016

- Reported directly to the Assistant Guest Service Manager
- Handled check-in, check-out and guest concerns, night auditing
- Assisted bookings, FIT and MICE, thru email, phone or walk-in
- Communicates to Sales Representatives and Company
- Representatives for booking concerns
- Did site inspections and up-selling for sales lead
- Assigned to handle learning discussions for the Guest Service team and training of new employees and interns

Guest Service Telephone Operator

Somerset Millennium Makati | May 2015 - June 2015

- Answer phone calls both internal and external
- Answer basic queries about the establishment, amenities and services of the serviced residence
- Coordinates all concerns to its respective departments

Academic History

Polytechnic University of the Philippines

Bachelor of Science in Hospitality Management | 2015

- Event Host, Ready, Set, Go! PUP CTHM Seniors' Orientation | June 2014
- Over-all Chairman, PUP CTHM Chef's War | February 2014
- Event Host, Artrage: The Art of Crisis Management | January 2014
- Function Manager, PUP Cafe Hasmin | 2nd Semester, 2013-2014

National Christian Life College

Highschool | 2011

- Vice President, Student Body Organization | 2010 - 2011

Trainings & Seminars

- Accor Academy Trainings, Accor (Regional Trainings) | March 2020 - Present
- Digital Marketing Seminar with Localized B2B, Department of Tourism & Tourism Promotions Board | 16 & 18 September 2020
- Strategic Selling for Success, DoubleDragon Group | 3-4 June 2019
- Time and Stress Management Seminar, DoubleDragon Group | 18 May 2019
- TED Conference | 17 April 2019
- Breakthroughs: Tourism, Globe myBusiness | 21 March 2019
- Officers Development Training, DoubleDragon Group | 16 February 2019
- Financial Wellness Seminar, DoubleDragon Group | 14 September 2018