# **PAOLA LEO**



#### Personal

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- Email paola.leo05@gmail.com
- Driving licence
  B
- LinkedIn linkedin.com/in/leopaola

## Languages

Italian	••••
English	••••
Spanish	••••
French	••••
German	••••

## Interests

- Travelling, practing outdoor sports, piloting drones
- Basic knowledge of php language

## Work experience

#### **English Teacher**

C.E.F s.n.c, Brindisi, Italy

- Planning course material and activities;
- Identify students with special requirements and create individualized plans;
- Research new language teaching methods;
- Manage classroom crises and resolve conflict

#### Postman Feb 2017 - Apr 2017

#### Poste Italiane spa, Padua, Italy

- Sort mail on a sorting frame, get it into address order;
- Deliver the mail to homes and business:
- Collect signatures for recorded and registered mail;
- Operate mailing information systems.

#### **Rental Sales Agent**

May 2016 - Sep 2016

Apr 2019 - Jul 2019

#### Avis Budget group spa, Brindisi, Italy

- Practices frontline friendliness and personalized customer service;
- Handle telephone conversations and traditional correspondance; Take reserves; Complete paperwork;
- Prepare and submit weekly and monthly reports of the same;
- Some administrative duties were also required to process rentals and control the fleet.

#### Seller Support Advisor

Sep 2015 - Apr 2016

#### Sitel (Amazon Project), Lisbon, Portugal

- Serves as the first point of contact for all Seller escalations;
- Demonstrates excellent time-management skills and the ability to work independently while using departmental resources, policies and procedures;

# Tax income return operator

Mar 2015 - Jun 2015

#### Padua, Italy

- Prepare or assist in preparing simple to complex tax returns for individuals or small businesses (730, Unico, RED Models) using electronic filing software and calculating estimated tax payments;
- Interview clients to get a thorough picture of financial situation;

#### **Booking Operator**

Jun 2014 - Sep 2014

#### VapaTours srl, Brindisi, Italy

- Performing administrative duties including faxing, filing and managing incoming and outgoing mail;
- Booking ferry-boats, flights, hotels and recording travel documentation;

# Trainee as Sales & Marketing Manager

Sep 2013 - Mar 2014

## Agorà Formazione s.r.l, Padua, Italy

- Gathering, investigating and summarizing market data and trends to draft reports;
- Researching and developing marketing opportunities and plans, understanding consumer requirements, identifying market trends and suggesting system improvements to achieve the company's marketing goals.

# Trainee as Travel Agency Operator (Leonardo Da Vinci Program)

Sep 2012 - Dec 2012

## Mou-Te Viatges sl, Barcelona, Spain

- Provide and organise vacation and holidays packages by coordinating and negotiating with airlines, hotels, ground transportation services, tour guides and sightseeing providers, restaurants and other similar businesses;
- Invoicing and issuing of tickets;
- Manage web-pages (company web-site and blog, twitter and facebook);

#### **Customer Service Representative**

May 2011 - Jul 2011

AutoEuropa Sicily by car s.p.a, Brindisi, Italy

- Take reserves and complete paperworks;
- Prepare and submit weekly and monthly reports;
- Responsible for addressing customer's needs and questions and dealing with complaints.

#### **Booking Operator**

May 2010 - Sep 2010

Poseidone T.O, Brindisi, Italy

- Booking ferry-boats, hotels and flights;
- Recording travel documentation;
- Performing administrative duties including faxing, filing and managing incoming and outgoing mail;

# Italian Cultural Representative (Cultural International Program)

Dec 2008 - Dec 2009

Walt Disney World Company, Orlando, Florida, Usa

- Increasing sales by seeking to speak with everyone and to introduce them to our product.
- Organizing the back-room and keeping the front and stage area clean and well organized.
- Handling different currencies and travellers' cheque.

### **Business Support Assistant**

Feb 2007 - Dec 2007

Crif S.p.a, Bologna, Italy

- Back office for the English branch of the Firm (sending of contracts, billing activities, mailing activities);
- Activities related to communication and event needs of the branches (mailing list, follow up abroad events, description for the company website).

# **Education and Qualifications**

Master's Degree in Management

Sep 2019 - Present

Universitas Online Mercatorum, Brindisi, Italy

Bachelor's Degree in Foreign Languages and Literatures

Oct 2002 - Mar 2007

Alma Mater Studiorum of Bologna, Bologna, Italy

High School Leaving qualification, Accountancy School

I.T.C. "G. Maconi", Brindisi, Italy

1998 - Jul 2002

Technical Director of Travel Agency and Tour Operator Brindisi, Italy

Drone Pilot, category: VL/MC and CRO VL/MC

Brindisi, Italy

#### **Skills**

Business Planning	$\bullet \bullet \bullet \bullet \bullet$
Analysis	$\bullet \bullet \bullet \bullet \bullet$
Attentive to details	••••
Fast Learner	••••
Adaptable	••••
Organizational Development	••••
Team Work	••••
Travel Planning	••••
Php language	••••