



Marie-Charlotte Mesny

Date of Birth: 28/11/1977
Nationality: French
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Churumina



PROFILE

- An accomplished, results-driven sales professional with 3 years of sales experience
- Good presentation, dynamic and motivated with excellent multilingual communication, marketing and sales skills
- Proven track record in international event management and international public relations
- Fluency in 3 languages, with professional experience in 4 countries over 10 years



SKILLS & ATTRIBUTES

- Computer Literate, comfortable with Microsoft Office environment
- Good leader and team player
- Excellent management skills
- Capable of working under pressure and meet deadlines
- Possess good diplomacy and advocacy skills
- Excellent Communication & Customer Relations
- Independent, Versatile
- Good sense of Organization, Rigour
- Self motivated, creative
- Enjoy challenges and work within high pressured and reactive environments



PROFESSIONAL CERTIFICATION

- 2010 Wine Set Level 2 certificate in Wines and Spirits Pass with Distinction (88 %)
- 2009-2010 Vocational Bachelor's Degree in International Trade of Wines and Spirits, 51687 Reims, France
- 1995-1998 Bachelor's Degree in Spanish Literatures, Civilizations & Linguistic, 67000 Strasbourg, France



LANGUAGES

French Mother Tongue
English Fluent
Spanish Fluent
Italian Basic



INTERESTS

Travels, Travels in South America (1999-2001),
Photography, Reading, Cinema, Golf, Swimming

(References Available Upon Request)



EXPERIENCE

Marie-Charlotte
Mesny

WINE

Oct 2012 - Apr 2013

DEVELOPMENT MANAGER, Vientiane, Laos
PHONESAVANH Import-Export Co.Ltd, Lao P.D.R

- Developing & strengthen the current customers portfolio for all market segments (Wholesale, Retail, Duty Free & Corporates)
- Wine events, Wine Dinners, Retail & Corporates tastings
- Retail Shop merchandising
- Wine Bar support

May 2010 - Jul 2012

SALES MANAGER, Mui Ne, Binh Thuan Province, Vietnam
Les Celliers d'Asie, Ho Chi Minh City, Vietnam

- Setting up new office/showroom on South Vietnam seaside coast, new seasonal market
- Developing and managing sales distribution channels and accounts
- Manage and develop customer's portfolio in an efficient and timely manner
- Achieving business targets, both revenue growth and market share
- Provide excellent customer service
- Establish promotional events, and organize wine events, wine tastings/diners
- Develop relationship with clients
- Reach and realize sales objectives

RESTAURANT

Oct 2006 - Oct 2007

RESTAURANT MANAGER
La Spaghetteria, 38860 Les Deux Alpes, France

Feb 2009 - Aug 2009
Feb 2005 - Aug 2005
Feb 2003 - Aug 2003

CHEF DE RANG
Les Crêpes à Gogo, 38860 Les Deux Alpes, France

HOTEL RECEPTIONIST / FRONT OFFICE

Feb 2008 - Feb 2009
Sept 2002 - Jan 2004
Sept 2001 - Aug 2002

Hesperia Tower, 5 Stars & Convention Center, Barcelona , Spain
Hôtel Sanderling Inn, Duck NC 27949 USA
The Tranquil House Inn, Manteo, NC 27954 USA