



## Silke Teubener

- WhatsApp + 49 160 111 6087
- steubener@yahoo.fr
- silke.teubener

Nationality: [German](#)  
Civil Status: [Single](#)

01/2020 - Present

### **Certified Life Coach (niche Expatriate and Wellbeing coaching)**

Hospitality Bohemian, [www.hospitalitybohemian.com](http://www.hospitalitybohemian.com)

12/2014 - Present

### **Director of Business Development**

[TripCanvas, Indonesia, Malaysia, Thailand](#) | [www.tripcanvas.co](http://www.tripcanvas.co)

- ▶ Digital Marketing Consulting and Sales to Tourism and Hospitality companies in Indonesia, Malaysia and Thailand
- ▶ Selling content and digital marketing solutions to individual hotels and international hotel groups in South East Asia
- ▶ Writing travel related content for the publication

09/2012 - 10/2014

### **Group Director of Sales and Marketing**

[Karma Resorts, Bali/Indonesia](#) | [www.karmaresorts.com](http://www.karmaresorts.com)

- ▶ Sales & Marketing activities for the two 5-star luxury boutique resorts *Karma Kandara* and *Karma Jimbaran* in Bali, the two private luxury estates *Pelikanos* in Mykonos and *Le Preverger* in St. Tropez, *The Reef* in Lombok, *Rottnest Island Lodge* on Rottnest Island, Australia and the *Alpenclub* near Munich
- ▶ Managing a sales/reservations team of 9 persons in Bali and regional sales offices in Russia, Australia, Middle East, and the UK
- ▶ Strong focus on direct Sales & Marketing and OTA
- ▶ Co-ordination of advertisement and PR activities, website design and optimization, blog implementation and content providing
- ▶ Key markets Australia, Asia, and Russia

SINCE 05/2011

### **Owner & Managing Director**

[Pasadora – Luxury Hair Jewellery, Germany](#) | [www.pasadora.com](http://www.pasadora.com)

- ▶ Design of collection, collaboration with local silver factory based in Chiang Mai/Thailand, supervision of production on site
- ▶ Purchasing, invoicing, Sales & Marketing

11/2010-04/2011

### **Director of Sales & Marketing**

[RafflesPraslin Seychelles \\*\\*\\*\\*\\*](#) | [www.raffles.com/praslin](http://www.raffles.com/praslin)

- ▶ 86 villa resort pre-opening and opening, based for three months on site in the Seychelles
- ▶ Putting the Sales & Marketing plan and strategy in place
- ▶ Getting the resort featured in the upscale tour operator brochures worldwide with main focus on France, UK, Germany, Russia, Italy and the

Middle East

- ▶ Contract negotiation with tour operators on all markets
- ▶ Increasing awareness on the international market by establishing press relations and organizing advertising campaigns
- ▶ As of February 2011 the position was based in Paris in order to be close to the key markets. Due to an unexpected restructuration within the company the office in France was closed mid of April 2011

10/2009-11/2010

**Director of Sales & Marketing**

[InterContinental Resort Balaclava Fort \\*\\*\\*\\*\\* Mauritius | www.ihg.com](#)

- ▶ Putting in place the Sales & Marketing strategy for this 210 room resort and applying it through trade partner relations, the organization of familiarization trips, international press relations and the attendance at international trade fairs
- ▶ Development of new sales support material for the hotel

05/2008 – 08/2009

**Freelance Consultant for Hospitality, Leisure and Tourism**

[Mohamed Al Geziry Consultancy, Dubai/UAE | www.algeziry.com](#)

- ▶ Involvement in the Sales & Marketing strategy, as well as setting up the marketing plan for the pre-opening of an upscale sports club in Abu Dhabi
- ▶ Business development for public relations and sales representation in the Middle East (hotels and destinations)

12/2007-04/2008

**Director of Sales & Marketing**

[Jebel Ali International Hotels, Dubai/UAE | www.jaresortshotels.com](#)

- ▶ Sales & Marketing for Bateaux Dubai, a luxury cruise vessel which hosted a gastronomic restaurant with a capacity of 200 persons
- ▶ Sales & Marketing for Al Sahara Desert Resort which accommodated the entertainment show *Jumana* in an amphitheatre with a capacity of 1400 persons
- ▶ Managing a team of 10 persons of various nationalities

07/2006-11/2007

**Director of Sales & Marketing**

[Labriz Silhouette \\*\\*\\*\\*\\*Seychelles | www.labriz-seychelles.com](#)

- ▶ 111 villa resort pre-opening and opening, member of *Small Luxury Resorts*
- ▶ Putting the Sales & Marketing plan and strategy in place for the key markets UK, France, Germany, Italy, Russia and Middle East
- ▶ Developing the markets through tourism trade partner relations, organization of familiarization trips, international press relations and the attendance at international trade fairs
- ▶ Establishing close relations with local trade partners and international tour operators
- ▶ Developing new sales brochures for the resort

09/2003-07/2006

**Regional Sales Manager**

[Concorde Hotels & Resorts, Paris/France | www.concorde-hotels.com](#)

- ▶ Responsible for the promotion of all hotels of the Concorde luxury hotel group on the German, Austrian and Swiss market
- ▶ Co-ordination between the head office of the Concorde group in Paris and the affiliated hotels worldwide
- ▶ Main target: Corporate and Mice

- 12/2001-08/2003 **Sales Manager**  
 Concorde Hotels & Resorts, Paris/France | [www.concorde-hotels.com](http://www.concorde-hotels.com)
- ▶ Sales activities for the 7 Concorde Hotels in Paris (Hotel de Crillon, Hotel Lutetia, Hotel du Louvre, Hotel Ambassador, Hotel Concorde Saint-Lazare, Concorde La Fayette, Château Mont Royal) on the German, Swiss and Austrian market
- 01/2001 - 08/2001 **Sales Manager**  
 Le Méridien Hôtel \*\*\*\*\* Nice/France | [www.lemeridiennice.com](http://www.lemeridiennice.com)
- ▶ Responsible for the Sales & Marketing activities of the 7 hotels Méridien of the *Club France* (Paris Montparnasse, Etoile, Brussels, Lyon, Juan-les-Pins, Nice and Monte Carlo) for the German and Scandinavian market
- 03/1998 - 12/2000 **Guest Relations**  
 InterContinental Hôtel \*\*\*\*\* Paris/France | [www.ihg.com](http://www.ihg.com)
- ▶ Room reservations for VIP clients, preparation of arrivals and departures
  - ▶ Organization and follow up of the fidelity programme *Six Continents Club* / Sales of the Six Continents Club card
- 03/1996 - 03/1998 **Executive *Castle Club* Receptionist | Receptionist Disneyland Paris/Eurostar**  
 Disneyland Hôtel \*\*\*\*\* Paris/France | [www.disneylandparis.com](http://www.disneylandparis.com)
- ▶ Room assignment for the 496 rooms
  - ▶ Check-in and check-out of all clients staying at the *Castle Club*
  - ▶ Concierge services for VIP guests
  - ▶ Accompanying the clients on the Eurostar line London-Paris-London
- 05/1993 - 05/1995 **Executive Floor Supervisor**  
 Safir International Hotel \*\*\*\*\* Kuwait | [www.safirhotels.com](http://www.safirhotels.com)
- ▶ Welcome of all VIP guests at the 146 room and 100% corporate hotel
  - ▶ Business Centre support for clients from the key markets USA, France, Italy, UK, and Germany
  - ▶ Room reservations for the club guests, administrative tasks for the Executive Lounge, organization of the day to day activities of the Club guests
- 10/1992 – 04/1993 **Temporary Work**  
 While looking for a new job abroad after my stay in London, I temporarily returned to Germany and worked part time as hostess for exhibitions, gala dinners etc.
- 02/1990 – 08/1992 **Assistant Business & Banqueting Centre Coordinator**  
 London Hilton on Park Lane \*\*\*\*\* London/England | [www.hilton.com](http://www.hilton.com)
- ▶ Organization and supervision of conferences, cocktail parties, dinners, luncheons at this 450 room hotel
  - ▶ Correspondence with clients and banqueting services sales within the Business & Banqueting Centre
  - ▶ Secretarial support for internal and external guests

02/1987 – 01/1990

**Apprentice**

Maritim Hotel \*\*\*\*\* Travemünde/Germany | [www.maritim.de](http://www.maritim.de)

- ▶ Three years apprenticeship in the main departments of this 240 room hotel (F&B, Kitchen, Housekeeping, Accounts, Public Relations, Banqueting, Reception)

01/1985 –01/1987

**Clerk**

3M Deutschland GmbH, Kamen/Germany

- ▶ Administration support for the technical engineering division

**EDUCATION & TRAINING**

1995 - 1996

**Language Student**

Alliance Française School, Rouen/France

1987 -1990

**Degree in Hotel Management through the Chamber of Commerce**

Gewerbeschule II, Lübeck/Germany

1983 - 1985

**A-Levels Languages & Business Administration**

Friedrich-List Business School, Hamm/Germany

**PERSONAL SKILLS**

**LANGUAGES**

- ▶ German (mother tongue)
- ▶ English (fluent)
- ▶ French (fluent)
- ▶ Italian (basic)