

CURRICULUM VITAE – Paul Marasoiu

- 1. Family name:** MARASOIU
- 2. First names:** PAUL
- 3. Date of birth:** April 1st, 1962, Bucharest, Romania
- 4. Nationality:** Romanian
- 5. Civil status:** Happily married for 36 years, father to a 27 year old son
- 6. Political status:** Absolutely NO political commitment or orientation
- 7. Contact details:** +40744-538.398; marasoiu@peacockhotels.ro; paul.marasoiu@gmail.com
- 8. Education:** licensed, academic studies in hospitality and specific professional studies

Institution	Degree obtained
Academy of Economic Studies Bucharest, Romania - Hotel and Tourism Management	graduated in 1987
Tourism Ministry	national hotel manager certification
Golden Tulip Enterprise / Training Academy The Netherlands	Golden Tulip Training Academy, development project manager - HQ course Golden Tulip GM course

9. Language skills:

Language	Reading	Speaking	Writing
Romanian	Native	Native	Native
English	5	5	5
French	5	4	3

10. Membership of professional bodies:

- Founder Member and President of Romanian Convention Bureau (National Association of the Professional Conference & Exhibition Organizers) – member of International Congress & Convention Association (1999 – 2015).
- Member of National Consultative Council for Tourism (1996 – 2010).
- Founder Member of the Romanian Hotel Industry Federation, IHRA member
- Founder of the “Hotel” Magazine (1993)
- Founder Member and 4 years Vice President of the SKAL Club Romania (SKAL International) (2002 – 2004)
- Founder and President of the Romanian Tourism Employers’ Federation, (1992) current Romanian Tourism Employers' Federation, Vice-President between 2001-2005
- Member of Executive Committee of Commerce and Tourism Department of Chamber of Commerce and Industry of Romania (1997 – 1999)
- Founder member and Vice-President of Ilfov County Business Association (2002-2007)
- Founder member of the Romanian National Association of Tourism Journalists (1992)
- Founder member of the “Tourism for Today & Tomorrow”, Coalition of the Romanian tourism associations (1999) .
- Active advisor in USAID projects on Romanian tourism promotion, development strategies and tourism legislative agenda (1997 - 2000).

11. Other skills:

- Computer literacy, hotel Property Management System operation, Reservation platforms, property profile configuration systems.
- Drawing skills, knowledge of architecture and design, expertise in aesthetics and arts, practical experience in defining hotel concepts, identity solutions and action plans for promotion purposes.
- Good practice in hotel concept development, interviewing and evaluating personnel, structuring teams, defining promotion / advertisement and marketing solutions.

12. Current business professional position:

- Owner and CEO of Peacock Global Hotel Management / Peacock Hotels, hotel consultancy, full investment assistance, hotel opening and operational management, local market research, annual reports for Romanian Business Digest and Colliers Intl., 21 hotel openings in portfolio and 11 hotels under management. (2001 – present).

13. Years within the Hospitality Industry : 39

14. Key qualifications:

- 39 years activity only in hospitality industry, 29 continuous years in top management positions.
- Deeply involved in tourism professional bodies as founding member or leading them
- Experience in investment projections and business planning for tourism and event management, financial analysis and forecasts in the tourism field
- Expertise in large hotel properties management with conference centres, as well for destination management companies and professional conference organizing companies
- Expertise in policies for tourism development, in tourism management and auditing, tourism HR development and counselling development projects
- Experience in managing foreign projects in Romania in the hotel business of couple of Investment Funds.
- Expertise in developing tourism policies, tourism management and auditing, consulting and professional development of human resources for hotel business
- Professional practitioner lecturer to ‘Hospitality Development & Management Strategies’, “Event management in the hospitality industry” and “Conference centers management”, post-graduate diploma programs developed by Ecole Hoteliere de Lausanne in Romania and by the Academy for Economic Studies in Bucharest.

15. Associative & Professional expertise:

Dates	Location	Company	Position
July 2003 – present	Romania - countrywide	PEACOCK Hotels / Global Hotel Management	Owner & CEO
April 2005 - 2015	Romania, Moldova & Bulgaria	GOLDEN TULIP Hotels	Senior VP Golden Tulip, Regional Development Strategic Partner

PEACOCK Hotels / GHM is the first registered company in Romania dedicated to consulting, management and market research in the national hospitality industry, providing “turn-key” solutions for hotel investments and business development in the hospitality industry. Business advisor on specific short term projects (58), for new properties development from the concept to the opening (21) and long term commitment hotel management & monitoring (11).

Dates	Location	Company	Position
May 1999 - 2015	Romania - Bucharest	ROMANIAN CONVENTION BUREAU	President

Romanian Convention Bureau stands for National Association of the Professional Conference & Exhibition Organizers – member of the International Congress & Convention Association (ICCA).

Dates	Location	Company	Position
2005 - 2007	Romania - Bucharest	ROYAL INSTITUTE FOR HOSPITALITY MANAGEMENT – developed in partnership with Ecole Hoteliere de Lausanne	Tutor

Lecturer for ‘Hospitality Development & Management Strategies’ theme to institute’s Post-Graduate Diploma Program, within a specialized curricula sustained by EHL and local experts.

Dates	Location	Company	Position
2002 – 2005	Romania - Bucharest	ACADEMY OF ECONOMIC STUDIES - Commerce/Tourism Dep. - Hospitality Industry MA Program	MA Tutor

Lecturer for ‘Event Management’, ‘Conference Centres Management’. Coordinator of MA graduation projects.

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Dates	Location	Company	Position
March 2003 – July 2003	Romania – Poiana Brasov, Eforie Nord, Bucharest	ANA Hotels (ANA Group)	Chief Executive Officer Member of board of directors
ANA Hotels (ANA Group) , the owning company of 6 hotel properties with over 1.000 rooms, in Poiana Brasov (Sport****, Bradul**, Poiana**), in Eforie Nord (Europa****) and in Bucharest (Crowne Plaza*****, Hilton*****).			

Dates	Location	Company	Position
July 2001 – February 2003	Romania- Bucharest	Comtel Focus - SKY GATE hotel owned till 2005 by R.A.E.F. – US	Chief Executive Officer
March 2005 – September 2008		and from 2005 owned by Warimpex Austria	Peacock led the due-diligence procedure for transaction and signed with the new owner a management contract and assistance to new investment into the hotel
In charge with all pre – opening activities, hotel profile and identity definition, opening and current operational management of SKY GATE – first Airport Hotel in Romania , and following investment projects. The developer of this project was Romanian American Enterprise Fund.			

Dates	Location	Company	Position
January 1998 – October 2001	Romania - Bucharest	ELIPS TOUR Romania / ELIPS EVENTS- Bucharest	Chief Executive Officer and co-owner
First destination management company and professional conference organiser. (co-owner Ener Holding - Turkey, owner of summer clubs in Antalya and Majestic Hotel in Bucharest). Concept developer for new conference facilities in Ramada Majestic Hotel**** Bucharest			

Dates	Location	Company	Position
November 1995 – January 1998	Romania - Bucharest	CARPATOURS - Bucharest	Chief Executive Officer and co-owner
First Romanian company specialized in business tourism, incentive travel programs and professional conference organizing.			

Dates	Location	Company	Position
February – November 1995	Romania - Bucharest	NOUVELLES FRONTIERES - SIMPATURISM	Sales & Marketing Director
The first joint-venture local travel company with the well-known French TO			

Dates	Location	Company	Position
June 1994 - February 1995	Bucharest	Hotels & Restaurants Company AMBASADOR	Chief Executive Officer President of board of directors
Development coordination and operational management of several units within the company (3 hotels: Ambassador, Dorobanti (current HJ), National, 3 restaurants: Baneasa, Casa Alba, Privighetorilor), with over 800 employees. Initiate for the first time in Romania the division of business on the principle of profit centers.			

Dates	Location	Company	Position
June 1993 - April 1994	USA - New York	ROMANIAN NATIONAL TOURIST OFFICE (Tourism Ministry)	General Manager
Author and coordinator of all promotion activities and Romanian tourism offer on the U.S. market, and giving assistance to potential investors interested about Romanian hotel market. The activity was ceased by resining due to lack of interest by the authority and the lack of adequate financial resources to conduct the current activity.			

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Dates	Location	Company	Position
June 1991 - June 1993	Romania - Bucharest	Hotels & Restaurants Company AMBASADOR	Chief Executive Officer President of board of directors
Development coordination and operational management of several units within the company (3 hotels: Ambassador, Dorobanti (current HJ), National, 3 restaurants: Baneasa, Casa Alba, Privighetorilor), with over 800 employees. Initiated for the first time in Romania, the renovation of hotels, use of Western professional management principles, rules and procedures, early introduction in Romania of informatic property management systems , organizational redefinition of hotel activity on the correct business principles.			

Dates	Location	Company	Position
November 1990 - June 1991	Bucharest	NOUVELLES FRONTIERES SIMPATURISM	Head of Tourist Groups Department, Coordinator of Promotion & Special Operations Department
The third travel company founded in Romania in joint-venture with Nouvelles Frontieres, one of the largest European Tour Operators at that time. Coordinator of first large events in Romania on the Black Sea Riviera in the 90's.			

Dates	Location	Company	Position
March 1983 – November 1990	Romania – Bucharest	BUCHAREST Tourism, Hotels & Restaurants Company, BUCHAREST HOTEL (current Radisson Blu)	Various operational positions form bell-boy, receptionist, waiter, cost-controller... to Events Manager.
Different activities, from one stage to another gathering information and experience that allowed me to better understand the hotel business and hospitality industry. After graduation (1987), promoted to coordonate promotion activities at Bucharest Hotel. From 1988 appointed Events Manager at Bucharest Hotel.			

NOTE: Written references and contacts can be provided upon request.