



JACOPO RADICI

SALES MANAGER
KEY ACCOUNT MANAGER

32 years old, solid experience as **B2B Sales Manager** and **Key Account Manager** with a personal overall turnover valued at 1.5 million dollars. **Travel Best European Sales Manager** in 2018, 2019 and 2020. Passionate about sales, marketing strategies and social media. Enthusiastic by nature, positive, dynamic, ambitious and curious. Always looking for new challenges for my personal and professional growth.

CONTACT ME

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- radicijacopo

- Regular driving license - B
- Intermediate - B1

SKILLS

Communication
Outbound / Inbound Sales
E-Commerce
Salesforce
Online & Offline Marketing
Strategy
Team Management
New & Old business development
Social Media Marketing
Sales Operation
Social Networking
Tourism



WORK EXPERIENCE

B2B Sales Manager | Feb 2022 - Present

DRSMILE, STRAUMANN GROUP

Groupon Italia Srl | Apr 2012 - Dec 2021

Travel Key Account Manager | Jan 2018 - present day

Travel Senior Account Manager | Jan 2016 - Dec 2017

Travel Account Manager | Apr 2012 - Dec 2015

TASKS

Creation, growth and maintenance of the customer portfolio

Development of **marketing campaigns**

Managing of **sales teams** for specific projects

Representative for the Luxury Getaways page

Online publishing consultancy and **post campaign assistance**

Customer care (B2B and B2C)

Sales | Sep 2008 - Feb 2012

Tim, Canon, Coop, Mediaworld, Smile, LeMarmotte

Receptionist | Jan 2007 - Aug 2008

Hotel Four Seasons 5*L (Milan)

Hotel Straff 4* (Milan)

Grand Hotel Villa Torretta 4*L (Sesto San Giovanni)

TASKS

Hotel reception, management of reservations, arrivals and departures. Concierge service.



EDUCATION

Università di Urbino Carlo Bo

Sciences of Communication, Entertainment & New Media | Sep 2008 - Feb 2012

Thesis Title: The Perturbing Performance, from the theater of Artaud's cruelty to the spectacularization of the body.

Vote: 110/110

Istituto alberghiero e turistico Carlo Porta

Hotel reception and management | Sep 2003 - Jun 2008

Vote: 100/100



English course in London | Jul 2008 - Sep 2008



Volunteer at the municipal kennel and soloist in a choir a in favor of "Cumse", an association of humanitarian projects in Cameroon.



MY VALUES

I strongly believe in **honesty, respect, trust**, and continuous improvement. I focus a lot on **my creativity**, on passion, and i believe in the enhancement of diversity.



HOBBIES

I love animals, singing, cooking, theater, cinema and the world of social networks. Oh, I almost forgot, I'm **Netflix addicted!**