

Path of career

Nadine Gobisch, Luxury Hospitality Consulting www.gobisch-consulting.com	01.2019 – today
Supporting various luxurious hotels globally in the fields of Sales & Marketing, re-branding, and representing those in the DACH market	
Sabbatical	08.2018 – 12.2018
Learning about other cultures and teaching in a primary school during a 4-week volunteer project in Bali (www.thegreenlion.net)	
The Leading Hotels of the World, Ltd. www.lhw.com	07.2010 – 07.2018
Director of Sales, Leisure, Germany, Austria, Switzerland and CEE Responsible for the entire Leisure segment in terms of key relationships to Travel agencies, Wholesalers, Travel agency corporations as well as care of the Leaders Club segment	12.2016 – 07.2018
Acting Senior Director Germany, Austria, Switzerland and CEE Interim leader of the Frankfurt office and full business responsibilities for the entire office; strong involvement in global company strategies and further development together with the Senior VP	03.2016 – 12.2016
Director of Sales Sales team lead within the Frankfurt office with direct reports from all Sales segments within the region Germany & CEE; developing strategical individual plans with key accounts to growth their business; planning Sales & Marketing strategies for individual	03.2014 – 03.2016
Senior Sales Manager Developing key accounts and strategic partners (all segments) as well as building a stronger network within the travel industry in Germany	03.2013 – 03.2014
Sales Manager Responsibility to grow the relationship of existing clients and new client acquisition within the Leisure, Corporate and MICE segments within Northern Germany and CEE, including global account management for various Leisure and Corporate companies	07.2010 – 03.2013
Kempinski Hotels www.kempinski.com	08.2005 – 07.2010
Kempinski Hotel Mall of the Emirates, Dubai, UAE	
Sales Manager Responsible for the Leisure segment from Germany, Austria and Russia including local agencies working with those regions, including contracting Wholesalers and Tour Operators; MICE team responsibility and direct reports as well as “Weekend Manager on Duty” position	03.2009 – 07.2010
Assistant Sales Manager Responsibility for all sales segments: Corporate, Leisure, MICE business from local based clients and International companies, including annual Corporate and Leisure contracting	01.2008 – 02.2009
Sales Executive Part of the hotel opening team: establishing and developing the Sales Department plus operational support at each hotel department; establishing and managing local client contacts market at all segments, including any kind of opening Sales activities	07.2006 – 12.2007

Emirates Palace Abu Dhabi, UAE Internship, Sales and Operations as part of the opening team	12.2005 – 12.2005
Kempinski Hotel Ajman, UAE Internship, Sales & Marketing	08.2005 – 12.2005

Other companies

Hostelling International South Africa, Cape Town
08.2003 – 01.2004 Internship, Sales & Marketing and Administration

Fiscal Authority Saxonia-Anhalt
08.1997 – 09.2001 Tax Officer at the Fiscal Authorities Quedlinburg, Germany

Education

01.2020 – 11.2020	Impulse e.V. – School of Independent Healthcare Professionals, Wuppertal, North Rhine-Westphalia graduated with License for nutritionist (Germany)
09.2001 – 01.2007	University of Applied Sciences Ostfalia, Braunschweig Business Administration with a focus on Tourism Management graduated with Diploma for Business (Germany)
08.1994 – 07.1997	University of Applied Sciences in Ballenstedt / Wernigerode, Saxonia-Anhalt Business Administration with a focus on Financial matters & Tax law graduated with Diploma for Financial matters & Tax law (Germany)
09.1990 – 07.1994	Baccalaureate Humboldt Gymnasium Hettstedt, Saxonia-Anhalt Completed Abitur / A-levels (Germany)

