

Daniel P. Kipping

Decisive Energetic Executive with the aim to capitalize and develop unexplored talents, well executed strategies and seamless guest service delivery to drive incremental revenue streams.



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Work Experience

07/2016 – Present *Muscat, Oman*
Area Director of Sales & Marketing, Oman
InterContinental Hotels Group (IHG)

06/2015 – 06/2016 *Sonthofen, Germany*
Commercial Sales Director, APCE (BoD)
Silvertteam Recycling GmbH
Accomplishment
Lead generation grew steadily by 3-5% per month and resulted in a 18% surplus compared to 2015 budget.

06/2012 – 05/2015 *Hanoi, Vietnam*
Area Director of Sales & Marketing, Vietnam & Cambodia
InterContinental Hotels Group (IHG)
Accomplishment
Top 10 Club Member 2014

03/2011 – 06/2012 *Hanoi, Vietnam*
Cluster Director of Sales & Marketing
InterContinental Hotels Group (IHG)
Accomplishment
Implemented strong sales & revenue management strategy; Grew STR position from 5 to 2; Focused on inventory & digital marketing

04/2010 – 03/2011 *Saigon, Vietnam*
Cluster Director of Sales & Marketing
InterContinental Hotels Group (IHG)
Accomplishment
Opened the hotel and the residence product whereby driving individual sales strategies resulting into monthly double digit growth in both ADR and OCC.

07/2007 – 03/2010 *Copenhagen, Denmark*
Director of Sales & Marketing
Marriott International
Accomplishment
Secured 18th Olympic Congress 2009 and COP15 Climate Change Conference as Host hotel; Market leader for 2009 by STR; Upgraded property rating "A" by Marriott Int'l

12/2005 – 04/2007 *Sanya, Republic of China*
Director of Marketing
Marriott International
Accomplishment
Secured the TLC Asian Classic Golf Tournament; Grew Gross revenues by 36% in 2006 whereby driving Int'l M.I.C.E. and Mainland Corporate business; Implemented 3 remote sales offices

11/2003 – 12/2005 *Saigon, Vietnam*
Director of Sales & Marketing
Marriott International
Accomplishment
Executed a "Bird flue" sales strategy and grew revenues by 3% despite the challenged economic environment.

Skills & Competences

Account Management	<div style="width: 80%;"></div>
Effective Communication	<div style="width: 85%;"></div>
Financial acumen	<div style="width: 95%;"></div>
Leadership	<div style="width: 80%;"></div>
Negotiation	<div style="width: 90%;"></div>
Operation Management	<div style="width: 70%;"></div>
Project Management	<div style="width: 95%;"></div>
People Management	<div style="width: 95%;"></div>
Strategic Planning	<div style="width: 90%;"></div>
Sales Management	<div style="width: 95%;"></div>

Achievements & Certificates

Q1 2015
AMEA Front Runner Award by IHG
InterContinental Hotels Group

01/2015
IHG – Top 10 Club Winners 2015
InterContinental Hotels Group

09/2014
Best 5 Star Hotel in Vietnam 2014
Awarded to the InterContinental Asiana Saigon by Ministry of Tourism of Vietnam

08/2014
Best products and services in Vietnam 2013-2014
Awarded to the Crowne Plaza West Hanoi By Vietnam Economic Times, The Guide

Q1, Q2 & Q4 2013
AMEA Front Runner Award by IHG
InterContinental Hotels Group

Languages

English, German & Swedish

Education

1987 – 1989 *Immenstadt, Germany*
Professional school/ Certification: Chef

1984 – 1987 *Blaichach, Germany*
Junior High school

1979 – 1984 *Sonthofen, Germany*
Elementary school