

TATJANA SULZENBACHER



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Professorfeld 2, 5023 Salzburg - Austria

Citizenship

Austrian

Marital status

married, no children

Driving licence

class B



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Profile

With over 20 years of experience in a tourism and international hospitality sector, I have gained a lot of different experiences within management, entrepreneurship and consultancy - from direct customer interaction roles to management, quality evaluation, financial calculations and budgeting, P&L accounting, concept- & project development and event planning.

Skills and competences

- Organization
- Goal orientation
- Project management
- Development and analysis of budgets
- Teamwork
- Multicultural and multinational adaptability
- Motivation and further development
- Fast learner
- Interpersonal skills
- Hard worker with exceptional work ethic
- Critical thinking and problem solving
- Resistant to stress
- Event planning

Languages

- German: full professional proficiency
- English: full professional proficiency
- Russian: mother tongue

WORK EXPERIENCE

2006– up to now Managing partner & Senior Consultant
Sulzenbacher Hotel Development GmbH
Hotel & Tourism Consulting, Salzburg, Austria

Hotel projects development:

- Feasibility studies
- Project calculations
- Development of concepts for luxury serviced residences
- Development of Sales & Marketing Plans
- Interim management
- Development of hotel projects with Intercontinental Hotels Group in Central Asia
- Development of a model project of economy/limited service hotel in Moscow/ Hampton by Hilton brand
- Quality Assurance Checks
- Development of pre-opening budgets and annual operations budgets

See Projects and consulting references

2006– 2011 Owner of Holiday Boutique Co. / travel agency
Cooperation with Vorderegger Travel (Austria) and Moscow tour operators

2005 – 2005 Pre-opening and Opening Manager of Kempinski Residences
Kempinski Residences Barbaros Bay, Bodrum, Turkey

2002 – 2005 Restaurant Owner and manager
Mediterranean restaurant “Lemon & Olives” Salzburg, Austria

2003 - 2004 Sales & Marketing Project consultant
Kempinski Hotel Thessaloniki, Greece
5* City Hotel, 100 rooms & suites.

2002 - 2003 Sales & Marketing Project consultant
Kempinski Hotel Odessa, Ukraine
5* City Hotel, 150 rooms & suites.

2000 - 2002 Owner of Limo-link - Limousine Services
at Hyatt Regency Belgrade Hotel, Serbia

1998 - 1999 Director of Sales
International company UTC-Kazakhstan Ltd., Almaty, Kazakhstan
Luxury food & home-ware products trading company

1996 – 1998 Key-clients Manager
Representative office Hendri Gras B.V. (Holland) in Kazakhstan
Luxury food products trading company

1993 – 1996 Translator
Aviacargo Company, Almaty, Kazakhstan

Projects and consulting references:

- **Falkensteiner Hotel & SPA Carinzia – Carinzia, Austria**
160 rooms & suites
Interim management 2019
- **UTKINO Luxury Spa & Lifestyle Resort – Tisno, Croatia**
Concept and financial feasibility study (2016)
Technical services (2017-2019)
- **UTKINO Country House – Luxury Nature Resort – Rostov, Russland**
Pre-opening and opening management (2017)

Executive Assistant to the CEO of the multinational company

Gilan Holding headquartered in Baku, Azerbaijan

Promoting the tourism industry in Azerbaijan, focusing on advancing the hospitality market in the country
Acquisition of new businesses, business evaluations, organizing large-scale international events to promote the country (2012 – 2016)

- **Qafqaz Baku City Hotel & Residences, Baku, Azerbaijan**
323 Rooms & Suites, 9 serviced Residences, Restaurants & Bars, Convention, Spa
Pre Opening and Opening Management (2012)
- **World Cup Arena Polo Azerbaijan 2013, 2014**
Event Director / Co-organization and delivery of the international polo tournament (2013, 2014)
Creating a National Polo team of Azerbaijan
- **Baku World Challenge 2013, 2014**
FIA GT Series & F1 Historic
Event Director / Co-organization and delivery of a successful international motosport event (2013, 2014)
- **City Challenge Baku 2012**
International Car Race - GT3 and Historical Formula 1
Event Director / Co-organization and delivery of a successful city-wide event (2012)
- **SK-Royal Hotel Moscow**
Interims Hotel manager / a city hotel
- **Stilo Group Italy**
Development of Concept for San Pellegrino Terme Luxury Serviced Residences and Medical Resort (2010)
- **Wiesergut Hotel project in Hintertglemm, Austria**
Concept development and Feasibility study / 3* holiday hotel to a 5* «All-Suite» Luxury Resort (2010)
- **RIGroup – S Club Selective Hotels & Residences Projects in the Moscow Region, Russia**
Brand Development, Projects Development (2008)
 - S Club Sorochany Resort
 - S Club Sergiev Posad Hotel
 - Budget Hotel Mytishi
- **Sasko Jezero Resort & Residences in Ulcinj, Montenegro**
Feasibility study and concept development
in cooperation with Horwath HTL Zagreb (2008)
Architectural Conceptual Planning (2009)

- **Alpes Hotel du Pralong Luxe in Courchevel, France**
Feasibility study for a complete renovation (2009)
- **Lanserhof Pucón Medical Resort in Chile**
Concept Development & Feasibility Study (2009)
- **Lanserhof Harz Medical Centre in Germany**
Concept Development & Feasibility Study (2009)
- **Holiday Inn Hotel Project in Bishkek, Kyrgyzstan**
Market & Project Studies for
Intercontinental Hotels Group (2006)

Education

1987 – 1992	Kazakh State Teacher’s Institute of Foreign Languages, Almaty, Kazakhstan Faculty of the English language BA in foreign languages
2021	Real estate sale and management – WIFI WKS-Course

Hobbies and other interests

- Sports (Hiking, Golf)
- Travelling
- Luxury markets
- Innovative tendencies
- Art
- Fashion

References available upon request.