

# HANS PETER SULZENBACHER



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Citizenship: austrian



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## EDUCATION

1969 – 1974	High School, Klagenfurt, Austria
1975 – 1977	Tourism College, Innsbruck, Austria
1981	Hilton Management Course, Basel, Switzerland
1983	Hilton Management Course, Basel, Switzerland
1986	Hilton Management Institute, New York, USA F&B Management Course
1990	Hilton Executive Seminar, London, UK
2003 – 2005	Participation in the Programme European Executive MBA, Reims School of Management, France Completion: 2 of 3 years

## OWN COMPANY CONSULTANCY AND PROJECT WORKS (2006-2019)

Jan 2006 – up to now	Managing Director & Owner of the Hotel-& Tourism Consulting and Project Development company: <b>- SULZENBACHER HOTEL DEVELOPMENT KG</b> <u>For projects and references please refer to the website</u> <a href="http://www.sulzenbacher-hd.com">www.sulzenbacher-hd.com</a>
2007 - 2008	<b>Punta Skala Falkensteiner Resorts &amp; Residences Complex 4* &amp; 5*</b> (3 Hotels 650 rooms & suites, 286 residences, 29 villas) in Zadar/Croatia Complex General Manager Pre-opening Management & Concept Development <a href="http://www.punta-skala.com">www.punta-skala.com</a>
2008 – 2009	<b>S Club Selective Hotels &amp; Residences, a Swiss Hotel Management company</b> responsible for the operation of 5* deluxe boutique resort hotel chain with 2 hotels in operation in Courchevel, France and 4 hotels in different stages of development (2 hotels in the Moscow Region/Russia, 2 Residence Hotels in Saint Tropez/France and in Gstaad/Switzerland Chief Operating Officer – COO

- 2011 - 2015      **Kempinski Hotel Badamdar Baku**  
Pre-opening & Opening Management for Gilan LLC
- Managing Director  
Project development, Asset Management and Owners Representation  
TVINS LLC
- 2012 - 2015      **Kempinski Baku the Crescent, de luxe (5\* 480 rooms & suites);**  
Kempinski Hotel Badamdar Baku, Azerbaijan (5\* 280 rooms & suites);  
Qafqaz Baku City Hotel & Residences, Baku, Azerbaijan  
(323 Rooms & Suites, 9 serviced Residences)
- 2017                **UTKINO Country House – Luxury Nature Resort – Rostov, Russland**  
Pre-opening and opening management
- 2016 – 2019      **UTKINO Luxury Spa & Lifestyle Resort – Tisno, Croatia**  
Concept and financial feasibility study  
Technical services
- summer 2019      **Falkensteiner Hotel & SPA Carinzia – Carinzia, Austria**  
160 rooms & suites  
Interim management summer season 2019

#### **WORK EXPERIENCES (1982- 2006)**

- Feb 2005 – Jan 2006      **General Manager**  
Kempinski Resort & Spa Bodrum, Turkey  
5\* Deluxe Resort & Spa, 173 rooms & suites, 36 Residences  
Pre Opening & Opening Management
- Jan 2003 – Jan 2005      **Managing Director**  
Kempinski Hotel Airport Munich, Germany  
5\* Airport Hotel, 400 rooms
- Jun 2002 – Dec 2002      **Project General Manager**  
Kempinski Hotel Nikopolis Thessaloniki, Greece  
5\* City-Resort Hotel, 100 rooms & suites.  
  
Kempinski Emirates Palace, Abu Dhabi, UAE  
6\* City-Resort & Convention Hotel, 350 rooms & suites  
Pre Opening management
- Jun 2001 – May 2002      **General Manager**  
Kempinski Hotel Odessa, Ukraine  
  
5\* City Hotel, 150 rooms & suites  
New opening

- Oct 1999 - May 2001     **General Manager**  
Hyatt Regency Belgrade, Serbia  
5\* Deluxe Hotel, 300 rooms & suites
- Aug 1995 - Sep 1999     **General Manager**  
Hyatt Regency Almaty, Kazakhstan  
5\* Deluxe Hotel, 300 rooms & Office-complex  
New opening
- Mar 1994 – Jul 1995     **Managing Director & Member of Board of Directors**  
Iberotel A.S. - TUI, Antalya, Turkey  
TUI – Resort Hotel chain, eight 4\* and 5\* Resort Hotels
- Apr 1992 - Feb 1994     **General Manager**  
Polat Renaissance Hotel Istanbul, Turkey  
5\* City-Resort Hotel & convention centre, 400 rooms & suites  
Pre opening- & Opening Management
- Dec 1989 - Mar 1992     **General Manager**  
Parksa Hilton Istanbul, Turkey  
5\* Hotel, 150 rooms  
Pre opening- & Opening Management
- Nov 1988 - Feb 1989     **Executive Assistant Manager**  
Hilton Istanbul, Turkey  
5\* Deluxe Hotel & Convention centre, 500 rooms & suites
- Jul 1988 - Oct 1988     **Acting General Manager**  
Hilton Bahrain, Manama, Bahrain  
5\* Deluxe Hotel, 270 rooms & suites  
Temporary Management
- Feb 1984 – Jun 1988     **F&B Director**  
Hilton Istanbul, Turkey  
5\* Deluxe Hotel, 500 rooms & suites, 5 Restaurants & Bars  
5000 sq m banqueting & convention space
- Jul 1982 - Jan 1984     **F&B Director**  
Hilton Karlsruhe, Germany  
5\* City Hotel, 250 rooms, 3 Restaurants & Bars  
800 sq m banqueting & meeting space  
New opening

### **SPECIAL AWARDS**

Hilton International Award of Excellence 1987  
F&B Director of the Year 1987/worldwide

### **SPECIAL HONORS**

Honorary Consul of Austria in Kazakhstan Sep 1997-Sep 1999

### **LANGUAGES AND COMPUTER SKILLS**

German: mother tongue

English: excellent

Turkish: fluent

Office applications including Excel, Word, PowerPoint etc.

### **HOBBIES**

Golf, Horseback riding, Skiing, Nordic Walking, Music