

A portrait of a middle-aged man with a shaved head and blue eyes, wearing a grey suit jacket over a blue and white checkered shirt. The image is the background for a resume cover page.

2016

RESUME

TAMÁS PAKUTS

**BUSINESS, OPERATION
& CHANGE DESIGNER**

PORTFOLIO

1966

HELLO

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HELLO

AGE

50

Born:

May 20th 1966

WORK

32

Currently:

Lessina Hotel Group /
ABC AIR Hungary

EDUCATION

10+

Diplomas:

Philology, Linguistics,
Airline Management,
Business-, Executive-, Life Coach

LANGUAGES

HUNGARIAN

GERMAN

ENGLISH

RUSSIAN

MS WORD

EXCEL

POWER POINT

OUTLOOK

AMADEUS

MICROS-FIDELIO

OPERA

PREZI

SKILLS

MANAGEMENT

BUSINESS
DEVELOPMENT

SALES

MARKETING

OPERATIONS

BUDGETING

SOFTWARE

TAMÁS PAKUTS
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TIMELINE

2016

2016
General Manager
Lessina Hotel Group, Croatia

2014-2015
Hotel Manager
Lüftner Cruises, Austria

2004-2013
General Manager
T&A Tourism & Aviation Consultancy, Hungary

1995-2003
CCO, DOSM
TPG Airways & Travel, Hungary

1991-1995
Assistant Professor
Technical University of Budapest, Hungary

1990-1991
Assistant Professor
Budapest Business School, Hungary

2015 CEO, Accountable Manager
ABC AIR Hungary

2013-2015 Executive Coach, Trainer
EU Projects in Tourism & Hospitality,
Hungary & Slovakia

2011-2013 General Manager
La Contessa Castle Hotel & Conference
Center, Hungary

**2009-2011 General Manager,
DOSM, Director of Golf Club**
Birdland Golf & SPA Resort, Hungary

2009 Senior Business Development Manager
Four Seasons Gresham Palace, Hungary

2008-2009 Resort Manager, DOSM
Hunguest Hotels Sun Resort, Montenegro

**2004-2009 Regional Director for
Business Development & Franchise**
City Partner Hotels, Germany & Hungary

2001-2004 Director
Denim Air, the Netherlands & Hungary

1997-2003 GSA
Atyrau Airways, Kazakhstan

1998-2003 Representative
Clinton Dale Aviation, USA & Russia

1997-2002 Director for Hungary
Air Engiadina, Switzerland

1990

EXPERIENCE

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WORK

2016

General Manager

Lessina Hotel Group, Croatia

Managing the newly founded hotel group, including operations, business development and leading its projects (new hotels, mergers and acquisitions of existing and new portfolio).

2015

CEO, Accountable Manager

ABC AIR, Hungary

Change-management, restarting Hungary's biggest cargo airline activities

2014-15

Hotel Manager

Lüftner Cruises, Austria

Managing and upgrading different vessels of the Amadeus-fleet, creating new SOPs and trainings

2013-15

Executice Coach, Trainer

VIN Nonprofit Ltd., Hungary

Advices, trainings and coaching services for aspiring entrepreneurs in Hungary & Slovakia

2004-13

General Manager

T&A Tourism & Aviation Consultancy, Hungary

Various projects in operations, management, business development and change management

1995-03

CCO, DOSM

TPG Airways & Travel, Hungary

TPG was the first virtual airline in Hungary and the CEE-region

EDUCATION

2013-14

Business-, Executive- and Life-Coach

Dr.Kollár Coaching Institute, Budapest, Hungary

2001-02

Diploma in Airline Management

IATA Training Institute, Geneva, Switzerland

1984-88

Diploma in Philology, Linguistics, International Law

Leipzig University, Germany

A detailed close-up photograph of a mechanical watch movement. The image shows various components including large and small gears, some with gold-colored teeth, and several screws with purple-colored heads. The background is a brushed metal plate.

TAMÁS PAKUTS

PORTFOLIO



TAMÁS PAKUTS

Is it an opening of a regional or international airport, a new start-up or existing, but demanding scheduled or charter airline, someone in need for unique sales solutions, re-branding, crisis management, executive and business coaching - you are treated always as a First Class passenger.

www.pakuts.com

CLIENTS & REFERENCES IN AVIATION



AND MANY MORE.....

www.pakuts.com



TAMÁS PAKUTS

We managed and changed hotels and restaurants in different categories up to luxury resorts at top A and also at challenging destinations, created guerilla-campaigns, implemented latest technologies for bookings and CRM to make the right financial success as well.

We also like and know to eat and enjoy the perfect taste - restaurants are also our target to manage a crisis or just the help being better and different.

www.pakuts.com

CLIENTS & REFERENCES IN HOSPITALITY & TOURISM



SUCCESS IN AVIATION

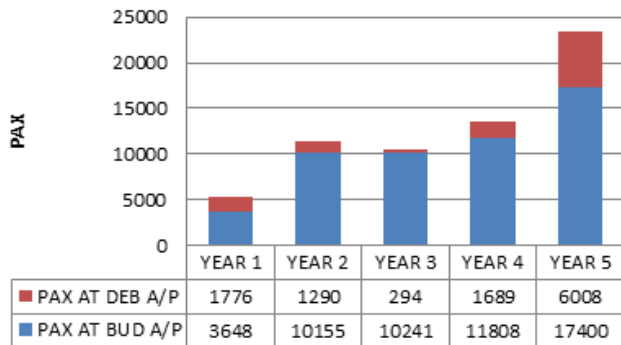
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I am proud of being a pioneer and
making history in the aviation industry!

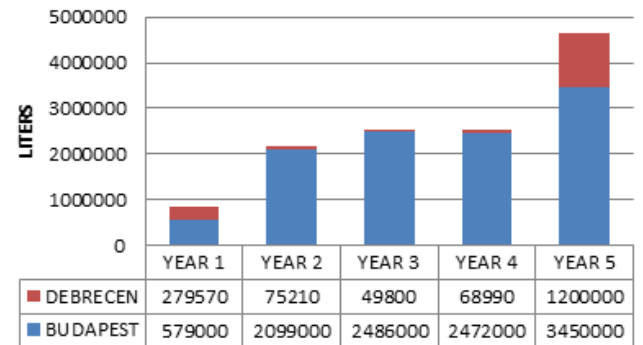
www.pakuts.com

TAMÁS PAKUTS

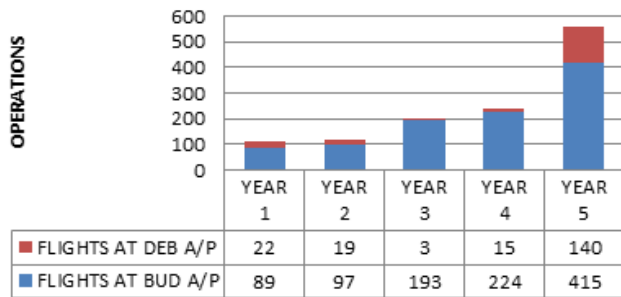
PAX SUPERVISION BUD & DEB



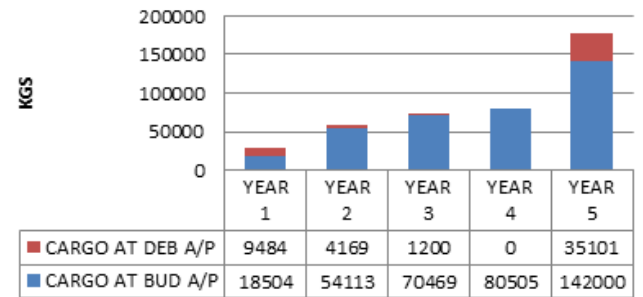
FUEL SERVICE IN HUNGARY (LIT)



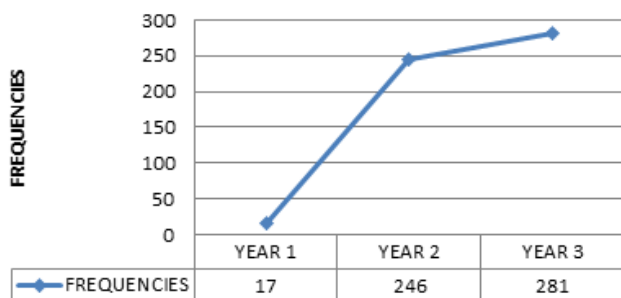
FLIGHT SUPERVISION BUD & DEB



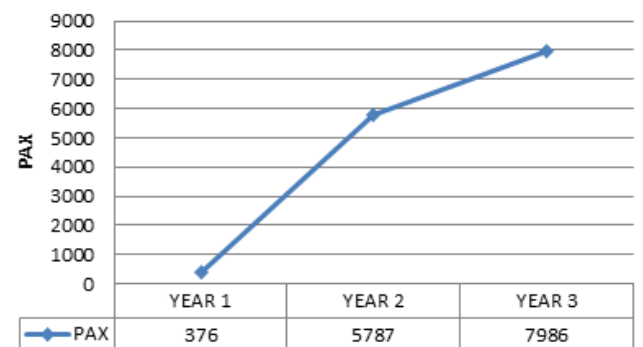
CARGO SUPERVISION BUD & DEB



GENEVA OPERATIONS FREQUENCIES



GENEVA OPERATIONS PAX





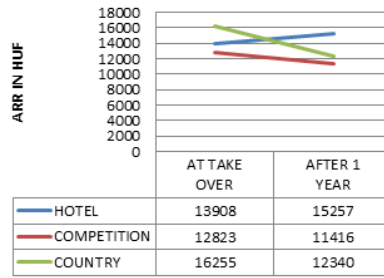
Hospitality is understanding and enjoying
your customers' needs.

www.pakuts.com

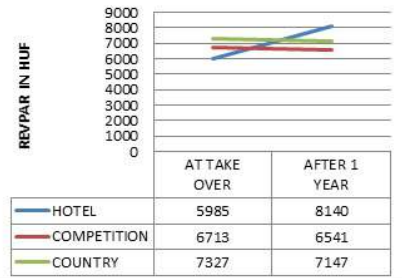
OCCUPANCY LUXURY CASTLE HOTEL



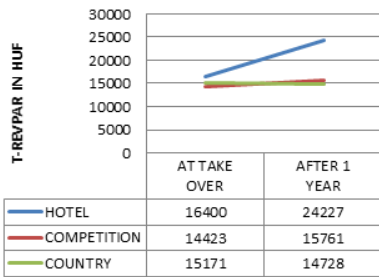
ARR LUXURY CASTLE HOTEL (HUF)



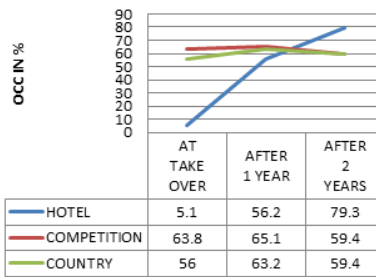
REVPAR LUXURY CASTLE HOTEL (HUF)



T-REVPAR LUXURY CASTLE HOTEL (HUF)



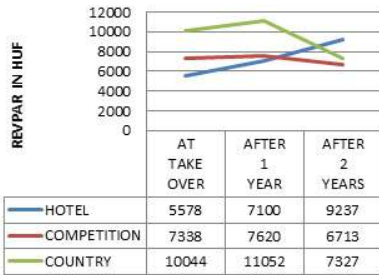
OCC LUXURY GOLF RESORT



ARR LUXURY GOLF RESORT (HUF)



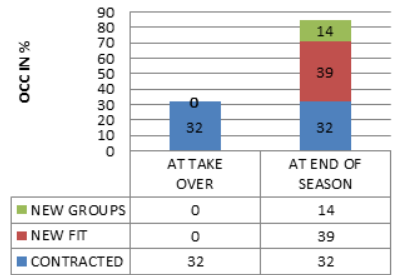
REVPAR LUXURY GOLF RESORT (HUF)



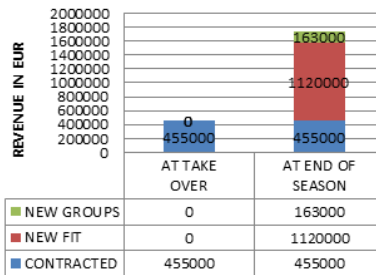
T-REVPAR LUXURY GOLF RESORT (HUF)



OCC SEASONAL LUXURY RESORT



REVENUE SEASONAL LUXURY RESORT (EUR)





AWARDS

- 2012 Hungarian Tourism Quality Award
- 2009 Hungarian Tourism Quality Award
- 2008 Best 4-star Resort at the Adriatics



PLACES

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WHERE I HAVE DONE BUSINESS

2003-2009
HAMBURG,
GERMANY



2010-2016
WARSAW,
POLAND



1997-2002
BERN,
SWITZERLAND



2001-2002
GENEVA,
SWITZERLAND



1999-2006
HAVANA,
CUBA



1999-2003
BELGRADE,
SERBIA



2016
VILNIUS,
LITHUANIA



1999-2006
RIO DE JANEIRO,
BRAZIL



KEY

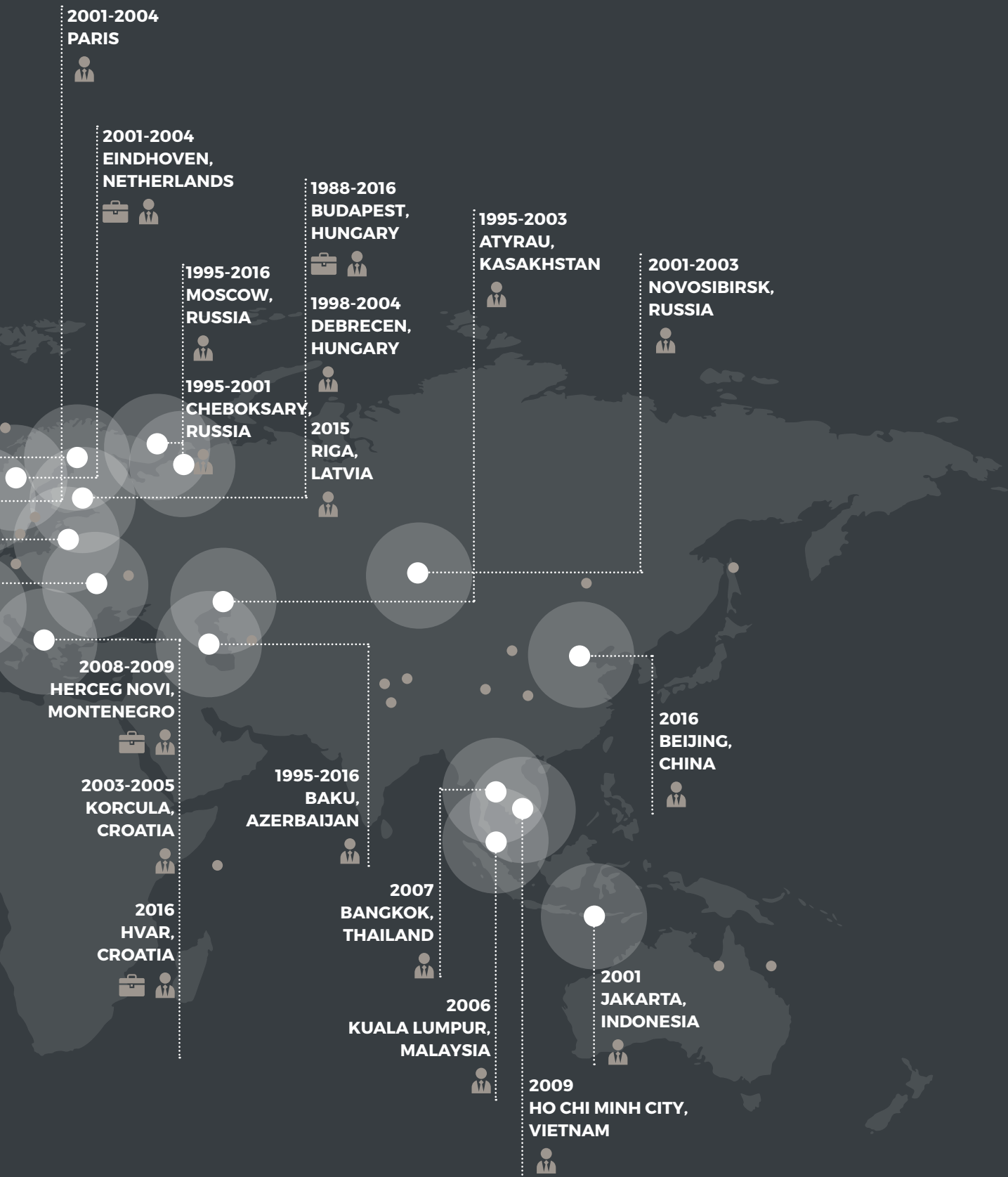


WORK



BUSINESS

TAMÁS PAKUTS



REFERENCES

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TAMÁS IS...

“ In today’s customer service oriented society, timely, friendly, proactive service and certainty in operations is sought to enhance future business growth and recognition, which are the main characteristics and secrets of Tamás’s activities and success in his career in Hungary, the CIS-countries, the CEE-region and also Western-Europe.”

Csaba Mile, Hotel Director, Service4You Hotel Management Company, Hungary

“ Tamás is a great team-player with strong Sales and Communication skills, always open for changes and new challenges. He is a positive thinker and optimistic, which makes him easy and enjoyable colleague to work with. Tamás shows always respect to his team, he is also prodly loyal to management and not at least to his business partners.”

HusseyN Atakishiyev, Director of Operations, Four Seasons Hotel Baku, Azerbaijan

“ As his constant hunger for challenges, new ideas and innovation–wegavehimseveralopportunitiesforimprovementand encouraged him in this way. He not only has accomplished all expectations set for him, but kept his motivation to prove more.”

Laszló Birkas, Resort Director Birdland Golf & Spa Resort, Hungary

MORE INFO

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TAMÁS PAKUTS
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CALL ME

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