



MICHAEL ANDERSON

LUXURY TOUR CONSULTANT

CONTACT

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-  San Francisco, CA

SKILLS

- luxury travel planning
- customer engagement
- itinerary customization
- vendor negotiation
- CRM software
- cultural expertise

LANGUAGES

- English
- Spanish
- French

EDUCATION

**BACHELOR OF SCIENCE IN TOURISM
MANAGEMENT, FLORIDA STATE
UNIVERSITY**

ACHIEVEMENTS

- Increased luxury client base by 30% through targeted marketing strategies.
- Received multiple awards for excellence in customer service.
- Successfully organized a high-profile travel event attended by industry leaders.

PROFILE

Accomplished Tour Booking Executive with a robust background in luxury travel and client relationship management. Expertise in curating bespoke travel experiences that cater to high-net-worth individuals. Proficient in utilizing CRM software to enhance customer engagement and retention strategies. Strong negotiation skills enable the securing of exclusive deals with premium service providers.

EXPERIENCE

LUXURY TOUR CONSULTANT

Elite Travel Group

2016 - Present

- Designed personalized travel itineraries for VIP clients, focusing on unique experiences.
- Negotiated exclusive rates with luxury hotels and private transport services.
- Utilized Salesforce for customer data management and relationship tracking.
- Coordinated with local guides to provide authentic cultural experiences.
- Managed high-stakes bookings, ensuring flawless execution from start to finish.
- Conducted regular follow-ups post-trip to gather feedback and foster loyalty.

TRAVEL ADVISOR

Wanderlust Travels

2014 - 2016

- Assisted clients with travel bookings, providing expert advice on destinations.
- Maintained a database of client preferences to tailor future communications.
- Promoted special offers and travel packages through targeted marketing efforts.
- Resolved client inquiries and issues with a focus on customer satisfaction.
- Collaborated with marketing teams to enhance online presence and brand awareness.
- Participated in travel expos to network with industry partners and clients.