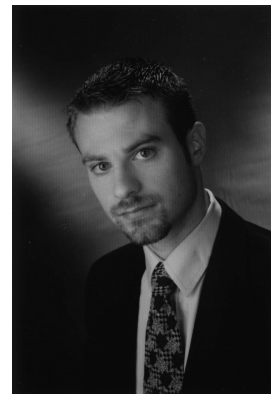


# Curriculum Vitae

Martin Kirsch

## Personal details:

Name: Martin Kirsch  
Date of birth: 14 December 1974  
Address: Eversbuschstr. 39 RG  
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+49 (0) 172 / 815 32 53 ( mobile )  
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Internet: www.KirschMartin.de



## Professional qualifications and experiences:

- 05/03 - present      **Market- and competition analysis; market research**  
Table Service Team, Munich, Germany
- 08/03 - present      **Assistant Manager**  
Gap – bar and restaurant, Munich, Germany
- Stock-taking and ordering F&B
  - Creating the weekly roster
- 01/02 - 12/02      **Feasibility studies for new hotel projects**  
AFP development, Kolbermoor, Germany
- Feasibility study for a \*\*\*\* hotel / 120 rooms, Bad Aibling, Germany
  - Market research, Bad Endorf and Ruhpolding, Germany
  - Location research, Berlin, Germany
- 04/01 - 09/01      **Training finance, controlling and accounts receivable**  
Kempinski Hotel Vier Jahreszeiten \*\*\*\*\*, Munich, Germany
- Handling of travel agency commissions
  - Record receivable accounts
  - Dealing with complaints
- 03/96 - 07/96      **Training finance, sales, personnel**  
Sports Holding Corp., Rosenheim, Germany
- Handling orders
  - Organization of marketing activities
  - Preparing sales meetings
- 09/95 - 02/96      **Training administrative work**  
Charlie's sport shop, Rosenheim, Germany
- Monthly stock-taking
  - Receiving goods and checking accounts
- 02/95 - 08/95      **Training in the field of Food and Beverage**  
Yachthotel Chiemsee \*\*\*\*, Prien am Chiemsee, Germany
- Ordering beverages and non-food items
  - Calculating the daily turnover
  - Inventory updating via EDP
- 09/92 - 02/95      **Hotel and catering industry trainee, Apprenticeship**  
Yachthotel Chiemsee \*\*\*\*, Prien am Chiemsee, Germany  
Certified hotel specialist (Two-year apprenticeship consisting of practical training and theoretical coursework supervised by the German Chamber of Commerce)

# Curriculum Vitae

MARIN KIRSCH

## Part-time jobs and traineeships:

08/99 - present	Bartender and waiter, Table Service Team, Käfer Catering, Munich, Germany
05/03 - 07/03	Catering, Presentation of the new BMW 5 series, Jung von Matt, Munich, Germany
03/03 - 04/03	Guest support, medical congress, Eventive, Vienna, Austria
08/02 - 09/02	Bar manager, Presentation of the new Audi A8 series, ConTeam, Verbania, Italia
01/98 - 12/01	Organization of the hockey school tour and safety expert in sport issues, Bauer NIKE Hockey, Presentations at ice hockey schools in Germany and the Czech Republic
01/95 - 12/99	Press relations, Sports Holding Corp., Rosenheim, Germany
01/94 - 12/98	Organization of trade issues Sports Holding Corp., Rosenheim, Germany

## Further Qualifications:

### Professional training:

French Language course, Cavilam, Vichy, France  
French Language course, E.L.F.C.A., Hyères, France  
English Language course, Wall Street Institute, Munich, Germany  
AdA testimony (IHK) (degree to train apprentices)  
Workshop of the Bavarian hotel Association for business start-ups  
Multimedia seminar

### Additional skills:

Excellent IT skills

- MS Office and comparable programs
- FO programs (Micros Fidelio, Neptune)
- Financial accounting programs (Filosof)
- Images editing (Photoshop), and animation (Director)

US-GAAP, IAS, Uniform System of Accounts for the Lodging Industry

### Languages:

German (mother tongue)  
English (fluent)  
French (working knowledge)

## Education:

1997 - 2003	University of Applied sciences and Research, Munich, Germany. Course of study: four-year degree course in tourism studies. Special field: Hospitality management Special subject: Hotel administration / Conference and convention business. Final qualification: Diplom Betriebswirt (business graduate) Thesis (diploma): Structure and conception of feasibility studies for privately owned hotels
1995 - 1997	Fachoberschule (secondary school) Rosenheim, Germany Special field: Business and finance. Final qualification: Fachabitur (diploma)
1992 - 1995	Vocational school, Rosenheim, Germany Special field: Hotel and catering industry Final qualification: Catering and hotel specialist

## Personal interests:

Sports, especially team sports  
Computing, Traveling  
Functions in regional and national associations (sports and politics)