




Daniyar Shaiusupov



Turkey, Antalya 
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Professional with 15 years of extensive work experience in tourism, business strategy and development, transformation program, project/program management and implementation. Have high skills in IT.

Male, born in 1978 from Kyrgyzstan (former Soviet Republic) and have 2 citizenships (Turkey/Kyrgyzstan). Enjoys active lifestyle, don't smoke, plays piano and chess, loves sci-fi, technology. Have driving license with category BC, experience in 12 countries.

Skills

- Transformation & Innovation
- Business Strategy & Development
- Strong InfoTech foundation
- Excellent Interpersonal skills
- Project / Program Management
- Development of new markets
- Multi-lingual (fluent in 6 languages), Social
- Hands-on in business processes

Experience

2018 MAY – 2018 OCTOBER

Bulgaria / Contract & Marketing Director / Teztour Bulgaria, Sofia.

www.tez-tour.com - Leading tour operator in Russia and CIS countries.

- Managing contracts with hotels in Bulgaria. Hotels in regions Varna, Burgas, Sofia, Bansko etc.
 - Drafting, evaluation, negotiation and execution.
- Auditing office in Sofia. Staff management. Product audit.
- Statistical reports to main office.

2017 JULY – 2018 MAY

Thailand / Contract Manager / Teztour Thailand, Phuket.

www.tez-tour.com - Leading tour operator in Russia and CIS countries.

- Managing contracts with hotels in Phuket Region. From 3* to 5*(Le Meridien, Marriot, Pullman, JW, Hillton, Moevenpick etc.)
 - Drafting, evaluation, negotiation and execution.

2015 – 2016

Turkey / Asst. General Manager / Xclusive Travel, Antalya

www.xclusivetravel.com – Luxury boutique tour operator in Turkey.

Business Development and Operations for new luxury boutique incoming operator in Turkey / Antalya

region.

- Marketing: Market Research, Organization of Roadshows, Fairs, Online and printed media
- Contracts: hotels, transport, tours. Negotiate all necessary agreements between partners in Mediterranean Region.
- Reservations: Booking process from A-Z

2004 – 2015

Reservation Director / Teztour Turkiye, Antalya - Turkiye

www.tez-tour.com - Leading tour operator in Russia and CIS countries.

- Reservations: Booking process from A-Z
- Marketing: Organization of Roadshow, Fairs, Online and printed media
- PMO for online system development: Collect data, write work process for developers, analyzing online system for Teztour incoming and outgoing branches
- Business Intelligence and Analytics: Sale reports, book reports, budget reports, etc.

Overseas Duties:

- 2014 – Teztour Cyprus incoming branch: Build – Operate – Transfer (BOT) project.
- 2011 – Teztour Kazakhstan, PMO for online system development.
- 2010 – Teztour Dubai incoming branch: Build – Operate – Transfer (BOT) project.
- 2009 – Teztour Austria and Teztour Thailand incoming branch: Build – Operate – Transfer (BOT) project.
- 2008 – Teztour Greece incoming branch: Build – Operate – Transfer (BOT) project.
- 2006 – Teztour Egypt incoming branch: Build – Operate – Transfer (BOT) project.
- 2005 – Teztour Thailand incoming branch: Build – Operate – Transfer (BOT) project.

2003 – 2004

Export-Import Manager / Narmanli LTD, Istanbul - Turkiye

www.narmanli.com

- Developing Russia-CIS Market. Finding new destinations, partners and clients for textile firm.
- Organizing logistics between Italy-CIS Markets.

Education

1996 – 2003

Degree in Economy / AIB University, Turkey

2003 – 2005

Business and Administration / Trakya University, Turkey

Languages

- English (fluent)
 - Russian (native, fluent)
 - Turkish (fluent)
 - Bulgarian (intermediate)
 - Uzbek (native, fluent)
 - Kyrgyz (fluent)
 - Thai (beginner)
 - Kazakh (fluent)
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Technology Summary

- Microsoft Office (professional user).
 - Programming/Languages: PHP; MySQL; HTML; CSS
 - Language Frameworks : Laravel, Yii2.
 - Design & Tools: Adobe (Photoshop, Illustrator, InDesign, Dreamweaver).
 - Systems: Windows, Linux/Unix, Mac OS X
 - Tourism : Samotour, Erp, Sejour.
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