



Alonso Yupanqui Uribe

Events and Sales | Corporate | Weddings | Live music | Creative

📍 London, UK

[View profile on Dweet](#)

Links

[LinkedIn](#)

Languages

English (Fluent)

Italian (Basic)

Spanish (Fluent)

About

Results-driven Events & Sales Manager focused on delivering a dynamic blend of creativity, strategic planning and seamless organisation to every project. Organising several types of events with a wealth of customer experience under my belt from a wide range of venues and positions throughout my hospitality career.

I am a passionate and creative individual looking to thrive in PR and marketing industry with open mindedness and critical thinking.

Building versatility throughout my diverse positions in hospitality taught me how work under pressure, work with deadlines while remaining efficient and creative.

BRANDS WORKED WITH

Fuller, Smith & Turner

Experience

● Events and Sales Manager

Fuller, Smith & Turner | Apr 2022 - Now

Working along the side with Head Chef and General Manager, to guarantee successful events.

Responsible of delivering an effective pre-booked sales strategy, and meeting targets along the side, aiming for seamless executed events. Creating and supporting the delivery of bespoke event packages.

Appointed person for CRM, menu and posters designs, social media management, e-mail marketing.

Supporting back of house, with payments, sales ledger management, invoices, floor and bar management.

● Pub Supervisor

Fuller, Smith & Turner | Jun 2021 - Jan 2022

To lead front of house in the absence of general manager. To help organise diary management and event bookings. Taking responsibility of opening and closure of the business as well as for security and keys.

Upholding excellent customer experience, overseeing staff, and making sure high standards are met at all times.

To collaborate with events manager for social media campaigns and events.

To take part on FOH training sessions on a regular basis, in order to build a competent and confident team.

Education & Training

2017 - 2022

● Middlesex University

Bachelor of Arts - BA,

2017

● Anglia Ruskin University

Bachelor of Business Administration - BBA,

2015 - 2017

● I.E.S Francisco Giner de los Ríos High School

Business/Managerial Economics,