

SARA DESCHAMPS



PASSIONATE EDUCATION ENTHUSIAST AND EXPERIENCED PROFESSIONAL WITH A DIVERSE BACKGROUND IN MULTIPLE INDUSTRIES.

ENTREPRENEURIAL THINKER WITH A CREATIVE DRIVE, WHO LOVES DREAMING UP NEW PRODUCTS AND IDEAS.

POWERFUL LEADER AND MENTOR, WHO HAS CREATED AND DEVELOPED PROGRAMS FOR EDUCATIONAL AND MOTIVATIONAL COACHING. HER DEDICATION TO LIFELONG LEARNING AND HELPING OTHERS ACHIEVE THEIR POTENTIAL HAS BEEN THE DRIVING FORCE BEHIND HER SUCCESS.

AN AVID READER AND LEARNER AND ENJOYS EXPLORING NEW CULTURES. SHE IS COMMITTED TO HELPING PEOPLE REACH THEIR GOALS AND REALIZE THEIR DREAMS.

EDUCATION

- 2024-2025 (currently)
Universidad de la Rioja/Universidad San Damaso
Master in Estudios Bíblicos
- 2022- 2023
Universidad Francisco de Victoria – Madrid, Spain
Instituto Desarrollo y Persona
Expert in affective and sexual education
- 2019-2022
CESM- Centro de Espiritualidad Santa Maria – Miami, USA
Certification on Spiritual Coaching
- 2004
Cornell University, New York USA
Strategic Marketing for Hotels / Human Resources
- 2001- 2003
Universidad Anáhuac Sur, México City
Masters International Management
- 1996–1999
Universidad Anáhuac Sur, México City
Bachelor's degree Tourism Administration
- 1994-1996
Lexington College, Chicago, USA
Associate Degree Hotel Management

WORK EXPERIENCE

- 2023 – Currently
Aquinas American School – Pozuelo, Madrid, Spain
Middle School Religion – spiritual growth teacher
- 2022 - 2023
St Agnes Academy Catholic School – Miami, USA
Teacher covering all grades pre-kindergartner 4 to 8th grade, all subjects.

CONTACT

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Date of birth:
April 02, 1975

OTHER

100% bilingual English - Spanish

- 2022 - 2024

Key Biscayne k8 Center (USA Public School) – Miami, USA

Teacher covering all grades pre-kindergartner to 8th grade, all subjects.

- September 2018 - Present

St. Agnes Church Miami, USA

Religion Teacher

Preparation of kids and teenagers for the Catholic Sacraments

- August 2020 – Present

Berkshire Hathaway Home Services EWM Realty – Miami, USA

Real Estate Associate

Sales Consultant for Real Estate Investments in Miami and Madrid, Spain.

- October 2017 – 2019

HelmsBriscoe – Miami, USA

Global Accounts Manager

Largest third party for hotel rooms worldwide, in charge of developing a client base and generate Sales for corporate, leisure and individual groups to hotels.

- January 2014 – 2018

The Beach Basics - Miami, USA

Founder / Creator

Creation of the brand supporting Mexican Local communities through the selling of handcrafted beach bags opened and developed Florida Market. Sales currently operating by online store and social media.

- January 2016 – Present

Boat and Go Miami -

Sales and Marketing

Responsible of Hotel Sales and customer relation with Hospitality industry providers.

- 2015 – 2019

Active PTA member – Voluntary

Miami Dade School System – Key Biscayne K-8 Center

Continue support in effort to fundraising, develop strategic plans to achieve goals. Active community involvement in Key Biscayne.

- January 2010 – December 2013

Connection Minds

Director / Founder

Hotel consulting firm specialized in sales and marketing and customer service of independent hotels. Large project of a large all-inclusive luxury hotel chain including seminars and training for staff.

- August 2007 – February 2009

Preferred Hotel Group, Mexico City.

Director of Global Sales Mexico and Central America

Largest Group of independent hotels worldwide. Opened the office in Mexico implementing company's standards, hire staff, establish client relations, responsible for global sales, development of new hotels in the region, training and course designs in different systems and topics at all hotel staff levels.

- January 2005 – Julio, 2007

Four Seasons Hotel, Mexico City.

Sales Manager

Responsible for corporate sales of a specific market segment globally. Responsible for relationships with luxury travel partners.

Groups Coordinator

Operations and coordination of all logistics in house for large and small high-end groups, including city-wide conventions.

- January 2005 – December 2008

Universidad Anáhuac Sur – Mexico City.

Professor of Marketing, Customer Service, Human Resources among others in Hospitality Majors

Continuous support for career growth with graduate students.

Universidad Iberoamericana – Mexico City.

Professor of final projects for graduation students / Hotel Management Bachelor's Degree

- January 2003 – December 2005

Hoteles Quinta Real, México DF

Chain International Sales Manager

Highest quality chain with unique properties including Historical Sites. Responsible for opening new international markets and coordinating marketing efforts of all 10 properties. In charge of training travel agents and sales staff.

- January 2002 – December 2002

www.Viajo.com, México DF

Corporate Sales Manager

Implemented new system in corporations to manage corporate travel.

- November 2000 – February 2002

Presidente Intercontinental Hotel – Mexico City

International Sales Manager

Responsible for the overall sales of international markets.

Paraíso de la Bonita, Mayan Riviera – Mexico City

Hotel opening - Director of Domestic Sales

Implemented a Sales and Marketing Department and all strategies to launch a new product into an upscale luxury travel market.

Continuous training and development of team

Presidente Intercontinental - Puerto Vallarta, Mexico

Sales Director

Responsible for all sales at the hotel and coordinated sales staff.

- January 1998 - October 2000

Hoteles Camino Real Headquarters – Mexico City

International Sales Manager

Handled the wholesale segment worldwide for the 15 properties, responsible for rate negotiations. Presentations and training of the luxury product to all potential clients.

- January 1997 - December 1997

Essex House Westin Hotel, New York USA

Executive training

Detailed Training in all different areas of Rooms Division department.

- January 1995 – December 1995

Hilton Hotel, Chicago USA

Supervisor Food and Beverage

Restaurant and room service