

MARGARITA F. MUNSAYAC



EDUCATIONAL BACKGROUND

Graduated Magna Cum Laude
Bachelor of Arts, Major in Economics
University of San Carlos, Cebu City
Year of 1976

Graduated with Honors
High School
Colegio dela Inmaculada Concepcion, Cebu City
Year of 1972

Graduated Valedictorian
Elementary
Colegio dela Inmaculada Concepcion, Cebu City
Year of 1968

WORK EXPERIENCE

September 1977-December 1977
Secretary to Food & Beverage Manager
Montebello Villa Hotel, Cebu City

January 1978-April 1980
Food & Beverage Supervisor
Montebello Villa Hotel, Cebu City

January 1981-November 1989
Sales Manager
Montebello Villa Hotel, Manila Office

December 1989-December 1991
Sales Manager
Maribago Bluewater Beach Resort
Mactan, Cebu

January 1992-December 2000
Director of Sales
Maribago Bluewater Beach Resort
Mactan Cebu

January 2001-up to the present
VP-Sales & Marketing of Alenter Resorts Hotels Corporation
And Almont Hotels Corporation
Owning company of Bluewater Maribago Bluewater Sumilon and

Bluewater Panglao, Almont Inland Resort, Almont City
Hotel, Almont Lake and Almont Beach Resort

ORGANIZATION MEMBERSHIP

2011 up to the present	President of HSMA
2008-2010	Vice President, HSMA
2006-2007	Secretary, HSMA
2000-2005	Treasurer, HSMA
2004-2009	Board of Trustee, PCVC
2009	Secretary General Philippine Travel Mart Organizing Committee
2010	Deputy Sec-Gen Sponsorship Committee Philippine Travel Mart

TRAINING (regular training seminars conducted internally by Maribago Bluewater Beach Resorts as well as seminars organized by HSMA) and

2007	PEOPLE MANAGEMENT SKILLS
2008	ALIGNING MARKETING STRATEGIES WITH AN ENTREPRENEURIAL MINDSET
2009	FLEX LEADERSHIP TRAINING
2010	ADVANCE LEADERSHIP TRAINING
2010	INNOVATIONS SEMINAR “New Generation of Marketing and New Media Strategies”

TOURISM RELATED SEMINARS

MICECON SEMINARS FROM ITS INCEPTION TO 2010.
MARIBAGO BLUEWATER BEACH RESORT ALWAYS PLAY HOST
TO MICECON HELD IN CEBU CITY.

1994

The 1st Philippine Incentive Marketing Conference
September 15-16, 1994; Westin Philippine Plaza or Shangri-la Manila Hotel

1997

The 3rd Philippine Incentive Marketing Conference
June 11-15, 1997; Negros Occidental

1998

The 4th Philippine Incentive Marketing Conference
October 5-6, 1998; Dusit Hotel Nikko, Makati City

2000

The 6th Philippine Incentive Marketing Conference
July 02-06, 2000; Cebu City

2008

The 7th Philippine Incentive Marketing Conference
November 27-30, 2008; Canyon Woods/Canyon Cove, Batangas

2009

I Travel, I Explore M.I.C.E Buyer Invitational Programme
July 5-11, 2009; EDSA Shangri-la Hotel

2010

Philippine M.I.C.E Conference 2010
February 4-7, 2010; Subic Bay Freeport Zone

2011

M.I.C.E Conference
August 10-13, 2011; Province of Cebu

ATTENDANCE IN TRAVEL FAIRS AND ROAD SHOWS

Asean Travel Forum
Yearly from 1992 up to 2010

ITB Berlin
2011

ITB ASIA
2009

ITE Hongkong
1992 up to 2010

ITCMA Hongkong
1995

JAPAN ROAD SHOW/BUSINESS MISSION
1995 up to 2011

KOREAN ROAD SHOW AND BUSINESS MISSION
2000 up to 2011

SHANGHAI WORLD TRAVEL FAIR
2008-2011

TAIPEI WORLD TRAVEL FAIR
2011

PHILIPPINE TRAVEL MART
1995 up to 2011

TRAVEL TOUR EXPO
2011

PHITEX
From inception to 2011