



# FABIAN REPTSIS

Hospitality and F&B Professional with a Bachelor's in Business Management

+41 76 459 04 20    fabian.reptsis@ehl.ch    Spiserstrasse 10, 8047 Zürich

## CAREER SUMMARY

Hospitality Management graduate with experience in sales, hotel operations, events, and team coordination. Passionate about gastronomy, guest experience, and bringing creative hospitality concepts to life.

## EDUCATION

### Bachelor of International Hospitality Management

EHL Hospitality Business School  
2023 - 2025

### Federal Diploma – Hotelier & Restaurateur (HF)

EHL Passugg  
2021 - 2023

### Swiss Federal VET Diploma in Business Administration

KV Business School, Lachen  
2014 - 2017

## SKILLS

Team Leadership  
Project & Process Coordination  
Sales & Customer Relationship  
Operational Planning & Execution  
Entrepreneurial Business  
Development  
Innovation Management

## LANGUAGE

- German
- English
- French

## PROFESSIONAL EXPERIENCE

2025

-

2026

### FELFEL AG, Zürich

#### Junior Sales Manager

- Prospected and qualified B2B leads through cold calling, email outreach, and networking
- Managed client relationships from first contact to follow up, including product presentations and tastings
- Supported business development through CRM management, pipeline tracking, and client communication

2022

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2023

### Park Hyatt, Zürich

#### Management Trainee (Sales & Marketing, Housekeeping)

- Managed group requests, proposals, and events for Sales
- Oversaw quality control and team leadership in Housekeeping

2017

-

2019

### Raclette Factory AG, Zürich

#### Service Staff & Shift Leader

- Managed front-of-house service and shift operations
- Coordinated small service teams

2014

-

2017

### Municipal Government of Wollerau

#### Apprenticeship in Business Administration

- Customer service
- Administrative processing
- Insight into public administration

2019

-

today

### Swiss Armed Forces – Geb Inf Stabs Kp 29

#### Quartermaster Sergeant (Logistics & Finance)

- Supply coordination
- Accounting
- Deployment planning

## REFERENCES

### Michael-David Klein

Director of Sales, Park Hyatt  
Zurich

Phone: +41 43 883 1045

Email: michael-david.klein@hyatt.com

### Cyril Winkler

Regional Sales Manager,  
FELFEL Zürich

Phone: +41 79 572 28 23

Email: cyril.winkler@felfel.ch