

Nicolas Francois Duchesne

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Qualifications Summary

Highly competent membership sales professional with over 16 continuous years in goal-driven brand loyalty and management, based in hospitality and corporate background with partnerships. Adept in all aspects of professional membership acquisition and retention. Deeply familiar with the culture of donor recruitment and event sponsorship as it relates to the Foundation for the club.

Core Competencies

Sales Goal Attainment	Customer Service and Loyalty	Membership Promotion
Closing and Sales Cycle	Skilled Professional Presentation	Member Retention
Membership Forecasting	Database Management (CRM)	Wine Management

Experience Highlights

Sales

- Created new membership recruitment strategies and retention strategies in response to economic shifts, maximizing membership revenue potential
- Lead service management committees to build procedures and strategies of client support in order to improve client retention and loyalty
- Develop creative campaigns to attract new members, including wine dinners, open houses, fundraisers, and community events
- Consistently meets sales goals generating increased revenue

Business

- Manage client and membership databases, website, track potential growth opportunities by analyzing community demographics and targeting specific segments of the population
- Create and grow loyal customer bases through monitoring customer feedback and service
- Previously supported the Del Paso Foundation with a mission to award scholarship funds and grants to support Sacramento area youth who are engaged in the golf, hospitality and food service industries

General

- Fluent in English and French, working knowledge of Spanish
- Dual American and French citizenship
- Extensive international cultural and travel background

Education

Elizabethtown College, Pennsylvania

University of Strasbourg, France

- BA French Literature, Minor in International Business

Work History

Del Paso Country Club – Director of Membership	Sacramento, CA	2010 - 2021
Univision Television Group – Account Executive	Sacramento, CA	2008 - 2009
L'Auberge Carmel Hotel & Resort – Assistant Manager	Carmel, CA	2006 - 2007
Carmel Valley Athletic Club – Director of Membership	Carmel, CA	2004 - 2006
Bernardus Lodge/Quail Lodge – National Sales Manager	Carmel, CA	2002 –2004