



Gabriella Crescini
Head of Client and Partner Relationships Swisscontact

Ms. Gabriella Crescini has got vast professional experience of more than 10 years in the area of tourism related with sales and commercialisation and thus enabled her to establish an important network of institutional partners in the tourism sector on both academic and practical level.

Since 2010, Ms. Crescini has been member of Swisscontact's executive board, assuming numerous responsibilities, such as the development and the implementation of a new strategy on "Knowledge and Content Management" (KCM) with the objective to institutionalize the internal and external exchange of core topics, e.g. tourism (always in relation to the Swiss tourism market), coffee, cocoa and financial resources management. She was actively involved in the elaboration of a new commercial strategy in order to promote and position Swisscontact in the public and private sector on a national level as well as worldwide. As Head of Client & Partnership, she has reinforced the fundraising assuring the implementation of international development projects and set-up the processes for effective acquisition of international development projects.

Ms. Crescini's main responsibilities lie within the establishment and enlargement of institutional partner networks in the private and public sector also in relation with above mentioned core topics. In the tourism sector, she consolidates the different approaches implemented on worldwide level so far and drives forward the exchange of best practices and experiences with practitioners and international academies. Additionally, she holds a representative function regarding tourism within Swisscontact's executive committee assuring the technical guidance of the projects. Gabriella Crescini represents Swisscontact in national and international events.

Ms. Crescini is very committed and oriented towards efficient sustainable solutions. Her analytic and systematic capacities as well as her entrepreneurial thinking contribute to a constant process optimization of the organization.