



Moosa Ali A. Rasool (Al Khuzai)

Sales and Marketing Professional

PROFILE

A sales professional with twelve years of experience in Hospitality & Industrial in GCC, I have worked with many contractors and developers in the Market. I have a track record of developing new business and motivating a team to consistently exceed targets.

CONTACT

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Saraya 1, 513
Kingdom Of Bahrain

SKILLS

Microsoft Outlook
Microsoft Word
Microsoft Excel
Microsoft Powerpoint
Opera Fidelio
Micros Fidelio
Mystique (Ritz-Carlton
Program
BASys (HHG system)

WORK EXPERIENCE

GCC Sales Manager The Grove Resort Bahrain


THE GROVE
RESORT
JUNE2017- MAY2018

- Sales and marketing the pre-opening of the Resort in Bahrain, KSA and Kuwait market.
- Establishing new accounts and developing corporate business within set Sales and Marketing strategies to maximize profits whilst maintaining customer satisfaction.
- Assisting in producing new and repeat business for the Resort by monitoring contact with government and professional associations within local, domestic and international markets. Maintains contact with planners, government sectors through personal sales calls, telephone contacts and Emails.
- Assist in analyzing current and potential markets/trends, coordinates all activities and implements action plan on assigned key accounts to increase revenue.
- Assisting GM producing the annual revenue plan in conjunction with the Executive Committee, Sales and Marketing budgets and forecasts

GCC Sales Manager The Gulf Hotel Bahrain


THE GULF HOTEL
BAHRAIN
JAN2016-JUNE2017

- Handles account details so that all pertinent aspects of solicitation and closing are complete and documented.
- Coordinates various departments' participation in servicing accounts.
- Represents the hotel at trade shows and business networking events. Sets up exhibits which involve bending, stooping, and lifting.
- Conducts surveys and studies the market place and territories in order to capitalize on the hotel's strengths.
- Develops customer profiles and maintains an effective trace system, in order to best meet client's needs.

GCC Sales Executive ART Rotana Hotel, Bahrain


OCT2014-DEC2015

- Sales and marketing the pre-opening of the hotel in Bahrain, KSA and Kuwait market.
- Traveling in a weekly basis to Saudi Arabia to attend my weekly scheduled meetings with our current accounts and customers.
- Market visibility and market study to define our target before the opening.
- Managing my sales accounts, preparing the new offers for rooms, restaurants, meeting rooms, groups and the main hotel hall.
- Up selling the hotel facilities to higher profitable rooms or meeting rooms.

Export Sales & Marketing Executive Bahrain Pipes B.S.C - HHG SALES and MARKETING.


MAY2011-OCT2014

- Serves as the Export Sales Executive; reports to General Manager; performs Sales and Marketing activities of the Department for the assigned Region, in accordance with the target.
- Makes monthly and quarterly sales forecast. Performs various selling activities and reviews own sales performance, aiming to meet or exceed targets.

EVENTS

- IISS Manama Dialog 2009 & 2010
- Project Qatar Exhibition 2012 & 2014
- BIG 5 Show Dubai 2013
- American Presidential Visit to Bahrain 2008
- Gulf BID, Bahrain 2013

LAUQUAGES

ARABIC
ENGLISH

Personal Information

Hold a valid Bahraini driving license
Bahraini national
CPR: 870801686
Passport no: 2160516

AREAS OF EXPERTISE

- Office Administration and management
- Contracts and Tender Management
- Analysis, Implementation and Database management
- Logistics and Procurement

LINKS



- Maintains and develops the relationship with existing customers/agent through meetings, telephone calls and e-mails to ensure pleasant business-relation is kept and the target is met. Transacts variations in price, delivery and specifications with Manager / deciding officer; and performs on-the-spot closing sales/deals.
- Conducts comprehensive market-research pertaining to price, products and services, company's existence in the current market vs its competitors; and obtains clear understanding of market's businesses and requirements.

CONTRACTING and TENDERING MANAGEMENT

- Makes modify comprehensive Agency Contract for any new potential Agent/Distributor of the company. Ensures all contracts are prepared in accordance with the Company's Policy
- Assists potential customers in developing a statement of work, supply/service requirements or technical specifications. Recommends contracting strategies that will best suit the requirements of the customers

Sales & Bill Collector Bahrain Pipes B.S.C

- Monitors received payment from customer and coordinates with Accounts Department, when appropriate.
- Makes follow up with Accounts Department for any due payment payable to the contractor and also informs when payment is to be held in relation to any discrepancy or violation of the contract.
- Performs debt collection activities through regular visits, telephone call, e-mail, official letter or meetings when necessary. Evaluates extension of credit facility for existing customers, through their payment history and consistency.

Business Center Shift Leader The Ritz Carlton Hotel & Spa



- Assisting guests with their inquiries such as meeting booking, internet access, printing documents, translating documents.
- Taking care of business guests in the hotel especially in organizing meeting rooms, presentations, and any other requirements.

Guest Call Center Supervisor The Ritz Carlton Hotel & Spa

- Taking care of guest's requests, by answering all internal or external calls
- Providing the three steps of service.
- Ensuring all guests request are taken care of in a timely manner.
- Answering guest request and anticipating guest's needs.

Culinary

The Ritz Carlton Hotel & Spa

- Making sure all equipment's of the F&B Operations are cleaned properly and ready for use in a timely manner.
- Ensuring that kitchen-ware is always equipped and ready for cooking.

EDUCATION



Kingdom University

BSc in Business management, (Pre- graduated)

2008-2011



American hotel & lodging association (AH&LA) (BIHR)

Diploma in hospitality management

2006-2008



Ahmed-Alomran

Completed Senior School

2002-2005