

Yasser Abdulnabi

Director Of Sales

Highly motivated and qualified hotel industry professional, looking to enhance my career within a reputed name of the field, give the Excellency of my skills and develop them with new perspectives and goals, I do have almost 18 years & 6 months as experience in Hotel management out of that 13 year in GCC, I was covering mainly Kuwait Key accounts along with KSA, UAE & Qatar Major Travel agencies & Key Government & corporate Accounts, A professional Hotel industry sales leader, very dedicated, a major team player, hard worker and loyal to my team and industry, with excellent achievement, multi tasks and managing teams. results oriented, deadline oriented.

Experience

- 2018-05 - present** **Sales Director**
Acumen Asset Management
- Direct & monitor the team's delivery of their account development plan and sales plan to ensure the achievement of the sales target.
 - Seek, build and maintain relationships with existing and potential clients.
 - Provide support all Asset Management proposal and tender submissions
- 2012-08 - 2018-01** **Director of Sales & Covering GCC Market (KSA, UAE & Qatar).**
Jumeirah Messilah Beach Hotel & Spa (Jumeirah Group)
- Positions:** Director of Sales - Head of Sales - Acting Head of Sales - Sales Manager - Sales Manager (Pre-opening).
- Achievements:**
- Pre-opening team & participate in creation of the sales and marketing department with a clear study and strategy with direct 7 proactive team and more than indirect team of 34 as total commercial team.
 - Maintaining the ranking of the Hotel in the first position throughout 05 continues years from 2013 till 2017
 - Organizing sales blitzing for the full sales team locally and overseas.
 - Generating more than 20,000 room nights per year from one account starting from 2015 till 2018 (Kuwait Shell Limited).
 - Achievement of the Gross Operating Profit (GOP), 2014, 2015, 2016, 2017.
 - Sales Assessment result (Create By Michael Higgins I MHA Consultants Limited.)
- January 2013. First Assessment was 32.3% actual score which bench-marked Yasser Abdulnabi against 2,000 pax in MEA at 76%. Against the 5,000 in the world database it was 71%. (he was the highest score of the 18 pax in that pre-opening team.)
- By April 2013, after the training Sales Team attended, the second assessment actual score rose to 48.2% which bench-marked him at 96% against the MEA database and 95% against the world. (i.e. Only 80 out of 2,000 salespeople in MEA were better than him and just 250 out of 5,000 pax worldwide, now performed better. Yasser Abdulnabi Was a top 5% of all hotel salesperson.
- Duties:**
- Direct & monitor the team's delivery of their account development plan and sales plan to ensure the achievement of the sales target. Ensure all the systems, policies and procedures are in place for each segment to enable an effective selling.
 - Develop and maintain strong relation with the local hotel association and government organisation to enhance the reputation of the hotel. • Lead the sales



Personal Info

Address

Al Baron City - Building 57 - Cairo , Egypt

Phone

+201009530054

E-mail

Yasser.Abdulnabi77@gmail.com

Date of birth

1977-11-29

LinkedIn

linkedin.com/in/yasser-abdulnabi-76235057

Skills

Sales Force & CRM Systems



Leadership & Team spirit



Delphi & Opera System



Revenue Management



Coaching & Mentoring



team to maximize revenue ethically and professionally as per budget.

- Assist individual team members to achieve the allocated targets.
- Develop and maintain strong relation with hotel key accounts from corporate and whole seller's segments.
- Plan annual business trips & Sales Road Shows to attract external market business.

- Plan and ensure the execution of the daily, weekly & monthly team action plan.
- Follow up closely on the individual progress of the sales team members.
- Participate in all the executive committee's activities.

2010-01 -
2012-08

Sales Manager

Movenpick Hotels in Kuwait

Positions: Sales Manager - Sales Executive.

Achievements:

- Committee member to create a loyalty program for guests in house and Booker's to facilitate and Generate more business. (Program has been create as Circle M for Movenpick Group).

- Generating more than 20K room nights per year from two international construction & port production company.

Duties:

- Analyse sales statistics to determine business growth potential locally and internationally.
- Establishes performance goals for all sales managers and sales department employees, and monitors performance on a continual basis.
- Develops, or participates with the Senior Staff, in the development of the Strategic Marketing Plan for the Company.

2008-03 -
2010-01

Cluster Sales Executive (Le Meridien Kuwait & Le Meridien Tower)

Le Meridien Hotels, Starwood Hotels and resorts Worldwide Kuwait

Positions: Cluster Sales Executive - Cluster Reservation Supervisors

Achievements:

- 2009 – 2010 participate in a three months' sales competition for the Middle East and Asia countries, And won the 1st place in 20 of January 2010.
- Cluster experience sells & reserve two different Hotels.

2005-02 -
2008-02

Reservation Supervisor

Safir International Hotel Kuwait

Positions: Reservation Supervisor - Receptionist

2004-06 -
2004-12

Front office-Shift Leader

Intercontinental Cairo – Pyramids Park Resort Cairo - Egypt

2001-07 -
2004-06

Front office - Shift Leader

Reef Oasis Hotel & Resort Sharm Al Sheikh - Egypt

Position: Front Office - Shift Leader - Front office Receptionist

2000-06 -
2001

Front office Receptionist

Naama Star Hotel Sharm Al Sheikh – Egypt

Planning and Organizing



Expert

Ideas creation & Problem solver



Expert

The Ability to challenge and Inspire Growth



Expert

Adaptability



Expert

Communicative



Expert

Analytical Ability



Expert

Languages

Arabic



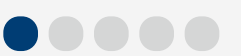
Native

English



Fluent

French



Beginner

Italian



Beginner

Education

1995-09 - 1999-06

**Faculty of Tourism & Hotel
Helwan University**

Bachelor of Tourism & Hotel

Management - 1999.

Rank Very Good with Honours for
the 4 years.