

Curriculum vitae

PERSONAL INFO

Full Name: Roger Haddad
Birth Date: 8th March 1981
Gender: Male
Nationality: Jordanian
Resident Of: Amman – Jordan

CONTACT INFO

Address: Amman- Jordan
Mobile Phone: (962) 79- 8200042
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EDUCATION

University of Petra – Amman – Jordan 2001- 2005

Degree: Bachelor –Business Administration

Al-Bayan Private School 2001

Degree: High School Certificate (Tawjihi)

WORK EXPERIENCE

Moevenpick Hotels Dead Sea & Aqaba & Petra April 2016– To present

Title: Country Assistant Director of Sales – Jordan

- Prepare monthly and revenue reports.
- Prepare GMs and owners reports.
- Preparing hotels promotions and annual agreements.
- Managing the sales team.
- Sales trips to cover Lebanon and GCC markets
- Handle routine transactions such as preparing contracts, attending client meetings and handling inspections on site.
- Maintaining and developing relationships with existing customers via meetings, telephone calls and emails.
- Negotiating the terms of an agreement and closing sales.
- Gathering market and customer information and providing feedback on future buying trends.
- Representing your organization at trade exhibitions, events and demonstrations. Assists in the development and implementation of marketing plans when needed.

Moevenpick Hotels Dead Sea & Aqaba & Petra

April 2014 – April 2016

Title: Country Senior Sales Manager - Jordan

Kempinski Hotel Ishtar Dead Sea & Aqaba

June 2012 – Jan 2014

Title: Cluster Senior Sales Manager

Kempinski Hotel Ishtar Dead Sea & Aqaba

Oct 2009 – June 2012

Title: Cluster Sales Manager

Kempinski Hotel Ishtar Dead Sea & Aqaba

Mar 2008 – Oct 2009

Title: Cluster Sales Executive

Le-Royal Hotel – Amman – Jordan

Sep 2006 – Feb 2008

Title: Sales Executive

Fastlink Data – Amman – Jordan

Jun 2005 - Sep 2006

Title: Sales Executive.

GENERAL EXPERIENCE

- The ability to work uniformly under pressure.
 - Handling customers technically and practically.
 - Establishing good communication grounds within the company and externally, with other companies and groups.
 - Managing teamwork throughout respected and reliable leadership.
 - Earning the knowledge of managerial and administrative activities through persistent and hard work.
 - Establishing good knowledge in public relations.
 - Creativity within the specified field and good decision-making.
 - Full awareness of Opera System (PMS and Catering)
 - Revenue and budgeting trainings.
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SKILLS

Using the Internet	Excellent
MS Office & Applications	Excellent
Using Fidelio and Catering system	Excellent

BILINGUAL

Language:	Arabic	- Excellent
	English	- Excellent

