



## Mohammed Marhoon

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**Bahrain**

As a Sales person with 8extensive experience years in Hospitality industry in both Hotels & Travel Agencies with a huge volume of business, During this time, I have gained valuable skills in Brand, Public Speaking, Presentations, Planning, Markets and Products, Research, Promotional Programs, Direct Mail and Database Contracting and Reservations, Package, Budgeting, Client & Vendor Relations with Foreign Tour Operators and Hotels, Operating FIT, B2B, B2C & Back 2 Back.

### **WORK EXPERIENCE**

#### **Business Development Manager**

Reef Resort

*04/2018 – 11/2018*

- Own and hit/exceed annual sales targets within assigned territory and accounts.
- Develop and execute strategic plan to achieve sales targets and expand our customer base.
- Build and maintain strong, long-lasting customer relationships.
- Partner with customers to understand their business needs and objectives.
- Understand category-specific landscapes and trends.
- Reporting on forces that shift tactical budgets and strategic direction of accounts.

#### **Sales Manager - GCC**

The Gulf Hotel Bahrain Convention & Spa!

*01/2017 – 04/2018*

- Determine annual unit and gross-profit plans by implementing marketing strategies; analyzing trends and results.
- Implement national sales programs by developing field sales action plans.
- Maintain sales volume, product mix and selling price by keeping current with supply and demand, changing trends, economic indicators and competitors.
- Plan to ensure achievement of divisional and personal target, aligning with company sales policies and strategies.
- Meet with customers to discuss their evolving needs and to assess the quality of our company's relationship with them.
- Prepare reporting as needed.

**Sales Manager - Travel Trade & Mice**

Ramada Manama City Centre

*08/2015 – 01/2017*

- Responsible for Corporate and Travel Agent Room Sales for the hotel.
- Clear understanding of the hotels business strategies then set goals and to determine action plans to meet those goal.
- Represent Hotels in various events and exhibition.
- Participates in sales calls with members of sales team to acquire new business and/or close on business.

**Sales Executive**

The Domain Hotel & Spa

*04/2013 – 06/2015*

- Responsible for Corporate and Travel Agent Room Sales for the hotel.
- Clear understanding of the hotels business strategies then set goals and to determine action plans to meet those goal.
- Represent Hotels in various events and exhibition.
- Participates in sales calls with members of sales team to acquire new business and/or close on business.

**Reception**

Holiday Inn Express

*02/2010 – 01/2013*

- Greet hotel guests; answer any questions or concerns.
- Provide an outstanding guest experience.
- Maintain an orderly front desk.
- Operate computer programs and multi-line phone systems.
- Maintain guest records and book reservations.
- Complete basic cashier and bookkeeping responsibilities.

**SKILLS**

Communication

Sales & Marketing

Loyalty

Self-confidence

Leadership

**VOLUNTEER EXPERIENCE****Consultant**

Lilac Restaurants Group

**LANGUAGES**

Arabic

English

**INTERESTS**

Snooker

Travelling