



RALPH
MOUKHEIBER

Personal Info

Home: Fanar, Lebanon
D.O.B: 15th of May 1987
Marital Status: Single
Mobile: +961 3 125712
E-mail: ralph.moukheiber@gmail.com

Skills

Project Management
Account Management
Customer Relations Management
Hospitality Management
Communication Skills
Conflict Resolution

Hospitality

Squirrel POS	★★★★★
CheckSCM	★★★★★
CheckEAM	★★★★★
Portel PMS	★★★☆☆

Software Skills

MS Office	★★★☆☆
iWork (Mac)	★★★☆☆

Languages

Arabic, English and French

Interests

Technology, X-treme Sports

Professional with 8+ years of experience in Hospitality Solutions and 4+ years in Hospitality Operations.
I managed and implemented several Hospitality projects in Lebanon and GCC.
I developed high skills in account management, project management, pre-sales activities and Customer Relationship Management.

Professional Experience

Senior Accounts Manager - Chimera Solutions (Qatar)

Nov 2019 - till present

- Prospect for potential new clients.
- Research and build relationships with new clients.
- Provide full-fledged demonstrations to prospects clients.
- Develop proposals that speaks to client’s needs, concerns and objectives.
- Handle objections and working through differences to a positive conclusion.

Senior Product Consultant - Hospitality Division - IT & Beyond (ITG)

2018 - 2019

- Generate new business leads.
- Business assessment and needs identification.
- Understanding the client’s needs and demonstrating the right solution.
- Preparing and presenting proposals.
- Planning and implementing the project.

Product Consultant - Hospitality Division - IT & Beyond (ITG)

2015 - 2018

- Demonstrating the solutions offered.
- Designing the operation workflow with best practices.
- Planning the implementation process of the project.
- Database buildup and data validation.
- Hardware and Software implementation.
- Front and Back of the house training.

Product Specialist - Hospitality Division - IT & Beyond (ITG)

2012-2015

Some of the projects that I implemented:

Projects in Lebanon:

- Margherita
- Urbanista
- Central Management
- WH hotel
- Omonot Hotel

Projects in GCC/others:

- Al Safadi Restaurants (UAE)
- Margherita (UAE)
- Nolus (UAE)
- Casper & Gambini’s (UAE, Oman, Erbil, Palestine)
- Al Hokeir Group (KSA)

SalesExecutive - Raouche Arjaan By Rotana

2011-2012

Front Office and Reservation - Le Royal Hotel & Resort Dbaye

2008-2011

Academic Background

Bachelor's degree, Business Administration and Hospitality Management - USEK, Kaslik, Lebanon - 2010

Lebanese Baccalaureate in Economy & Sociology - College Mont La Salle, Ain Saade, Lebanon - 2005

References are available upon request.