

Zahi Abdel Malak

Lebanon

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DYNAMIC SALES MANAGEMENT PROFESSIONAL WITH 16+ YRS OF EXPERIENCE

Sales & Marketing Management Business Development Strategic Planning Relationship Management People Management Direct Sales Team Management

PROFESSIONAL EXPERIENCE

ABC department store/Lebanon

Operations Coordinator (June 2017 – present)

Operations monitoring day to day operation duties and providing Supporting role where needed

Supervising and monitoring: contractors, security during day and night shifts

Regulating and organizing Overnight schedules for the Department store.

PREVIOUS EXPERIENCE

careem.com

Area sales manager (April 2015 -October 2015)

Highlights:

Safarna.com/Tripna.com / Cobone.com

Area Sales Manager / Abu Dhabi and Al Ain Region (November 2012 – February 2015)

Company Profile: award winning (2013 best SME online business) part of Tiger global investments and previously owned by Jabbar group (souq.com), online based business.

Highlights:

- Managing the sales team, growing market share in operating city.
- Analyze the market
- Team build up ,training and setting standards of performances
- Development of the Strategic Marketing Plan for the Company

Rotana hotels Management

Beach Rotana, Centro capital Center, Abu Dhabi

Sales Manager/ Business development manager (Jan 2011 – November 2012)

Company Profile:

* **Beach Rotana** five star hotel 11 award winning outlets, beach resort 2011 corporate resort in the Middle East by the World Travel awards

***Centro Capital Center**, Award winning Business hotel (Department head of the Sales)

Highlights:

- Set and implement Direct Selling strategies, manage the sales/business development
- Prepare key prospect businesses.
- New leads regeneration
- Create revenue analysis
- Involved in both operational and administrative of the hotels process

□ **Damac Properties L.L.C, UAE, Abu Dhabi**

Relationship Manager (Jul 2007 - Nov 2010)

□ **Cassells Group, Abu Dhabi (Sept 2003 - May 2007)**

Senior Sales Manager - Cassells Ghantoot Hotel & Resort (Nov 2006 - May 2007)

Senior Sales Manager - Cassells Royal (also known as Cassells Hotel apartments Residence) (Sep 2003 - Nov2006)

Senior Sales Manager - Corniche Towers Residence (Sep 2003 - Nov 2004)

□ Cassells **Real Estate, Abu Dhabi, United Arab Emirates**

Real Estate Representative (Jul 2003 - Sep 2003)

PROFESSIONAL DEVELOPMENT

Attended the IFH Sales Training and Strategies

- Certified OJT trainer (On Job Trainer)

Undergone MED Development (Managing Employee Development) Training

EDUCATION

Lebanese **University**

Law (Under Graduate - 2nd year)

Political and Managerial Studies (Under Graduate - 3rd year)

Assirat **secondary school (private)-Lebanon**

Completed the Lebanese Baccalaureate (Philosophy)

Succeeded in the official exams of the Lebanese Ministry of Education

National **Protestant College (private)-Lebanon**

Intermediate and Secondary Education

PERSONAL PARTICULARS

Date **of Birth:** 24 May 1976

Languages **Known:** English and Arabic