



Lina Habli

Sales Executive

A results-driven Sales Executive in the esteemed Sheraton Grand Doha Hotel. Armed with a degree in International Hospitality Business and a specialization in Luxury Brand Strategy, I bring a unique blend of academic expertise and practical experience to the world of Sales. I am passionate about the hotel industry, particularly the sales department, and I am committed to achieving and exceeding sales targets, fostering client relationships, and elevating the reputation of my workplace.

Experience

○ Jan 2024 - Present

Sheraton Grand Doha Resort & Convention Hotel - Doha, Qatar

Sales Executive

- Actively identified and pursued new business opportunities, developed leads and converted them into profitable sales.
- Cultivated and maintained strong relationships with existing clients, understood their needs and ensured their satisfaction to foster repeat business.
- Stayed informed about market trends, competitor activities, and customer preferences to identify opportunities for growth and maintain a competitive edge.
- Skillfully negotiated terms and contracts to secure favorable agreements while ensuring alignment with the hotel's goals and standards.
- Worked closely with other departments, such as marketing and events, to create integrated strategies that enhanced the hotel's offerings and appealed to a diverse clientele.
- Upheld the hotel's brand image and standards in all interactions, maintaining a professional and polished demeanor.
- Ensured a high level of customer satisfaction by addressing inquiries, resolving issues, and delivering a personalized and memorable experience to clients.

○ Aug 2021 - Jan 2022

La Roca Village - Barcelona, Spain

Private Client Services Intern

- Extensively engaged with high-net-worth and VIP clientele, offering personalized guidance and recommendations.
- Provided a bespoke shopping experience by acting as a personal shopper, curating stylish and streamlining the shopping process by liaising with store staff.
- Maintained meticulous records of daily transactions using a specialized software.
- Developed monthly catalogs and compelling Powerpoint presentations to align merchandise with seasonal themes and trends.

○ Dec 2020 - Feb 2021

Shaqab Abela Catering - Doha, Qatar

Rotational Intern

- Orchestrated food preparation for a restaurant catering up to 200 patrons.
- Demonstrated competence in managing inventory, ensuring efficient stock deliveries, and adhering to ISO standards.
- Contributed to menu creation for events and special requests.
- Conducted visits and evaluations of approximately 30 restaurants within the company's portfolio.

○ Feb 2020 - March 2020

Radison Blu Hotel - Beirut, Lebanon

Front Office Intern

- Extended a warm welcome to guests, managed check-ins and check-outs, and enhanced their stay through upselling additional services.
- Led guided tours of the hotel, emphasizing its amenities and services.
- Proficiently managed reservations, handled upgrades, cancellations and modifications with focus on guest satisfaction.

Contact

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Address

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Education

2004 - 2019

Lebanese Baccalaureate - Humanities

Rafic Hariri High School

2019- 2023

Bachelor of Business

**Administration in International
Hospitality Business**

Glion Institute of Higher Education

Expertise

- Proficient in Microsoft Office
- Experienced with Opera , a hospitality managed system
- Strong interpersonal & communications skills
- Adaptability to changing environments

Language

Fluent in English

Native Arabic speaker