

HUSSEIN AMHAZ

Sales & Operation Manager

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PROFESSIONAL SUMMARY

Results-driven B2B sales and operations professional with 9+ years of experience across Qatar, KSA, and Lebanon. Strong track record in building client relationships, driving revenue growth, and managing complex sales cycles within multi-stakeholder environments. Experienced in aligning sales efforts with operational execution, improving internal processes, and working closely with leadership teams to translate business needs into practical, scalable solutions.

EXPERIENCE

Sales Manager — Scanomat (Doha – Qatar) Aug 2025 — Present

- Lead B2B sales strategy for premium Scandinavian beverage systems across corporate, hospitality, and institutional clients.
- Own end-to-end client relationships from discovery and needs assessment to solution design and closing.
- Coordinate with internal teams and external vendors to ensure alignment between strategy and delivery.

Sales and Operation Manager — Aman Travels / Vibes Tourism (Doha – Qatar) Dec 2024 – Jul 2025

- Managed IATA agency operations, handling flight, hotel, and travel package requests.
- Lead B2B sales efforts by visiting and onboarding agencies to the company's B2B platform.
- Finalized 70+ hotel contracts with Visit Qatar initiatives and exceeded sales targets.

B2B Sales Manager — www.VibesTourism.com Oct 2021 – Dec 2024

- Exceeded sales targets by 35% and expanded market presence via travel agencies & tour operators.
- Negotiated API deals and managed partner documentation, setup, and onboarding.

Reservation & Operation Manager — BetterFly Travel Consultancy May 2021 – Oct 2021

- Managed reservations, inventory, and customer service inquiries while building stakeholder partnerships.

IATA Support Help Desk Supervisor — Pmigg Group May 2018 – Feb 2021

- Managed 500+ agent accounts on the IATI B2B portal and handled IATA BSP ticketing/dispute resolution.

Travel Agent — High Sky Tours Aug 2016 – May 2018

- Assisted with bookings, changes, cancellations, and travel packages.
- Handled data entry, accounting tasks, and deposits collection.

EDUCATION & SYSTEMS

- IT License (2022) | Accounting License (2019)
- GDS Systems: Galileo, Sabre, Amadeus
- CRM/ERP: Salesforce, SAP, Oracle, MS Office
- Gateways: Payfort, Mastercard, Cybersource

CORE SKILLS

- Client Discovery
- CRM & Workflow
- Partner Management
- Revenue Operations
- Data-Driven Decisions
- Process Automation