*Key Accounts & Partnerships Manager, working with Etihad Airways for more than 6 years, executing and delivering market best practices in Account & Partner management.*

***Career Profile\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_***

**Etihad Airways (Abu Dhabi):**

* **Manager Key Accounts** –*November 2012 to present*
* **Objective:**
* *Achieve financial targets of Key partners in the retails sector by:*
* *Manage an engaged and healthy relationship with the key decision makers and influential at the partner organizational structure*
* *Introduce and execute relevant and successful campaigns and promotions that matched the partners objectives and business needs, as well as meets our business requirements and guidelines*
* *Provide general administrative support to business development team by revising plans and review progress to ensure objectives are met*
* *Support the business development team with daily running documentation and management*
* **Graduated from UAE National Service** *( Jan 2015- Jan 2016 )*
* **Manager Recruitment** *June 2012 - Nov 2012*

*-Managed recruitment plans for UAE nationals’ sales departments and airport operations programs*

*- Screening and selecting of candidates*

*- Managed recruitment processes for UAE Nationals*

***Training \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_***

**Training conducted at EY corporate academy (years 2012-2013)**

* *Introduction to Aviation*
* *Leading team effectively & managing change*
* *Managing performance*
* *Marketing for managers*
* *Effective time management*
* *Managing stress in the workplace*
* *Workplace communication*

***Education \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_***

**2007 – Feb 2011 Dubai Men’s College**

*Bachelors in Business &Mgt (General)*

*GPA (3.7/4)*

**1994-2006 High School Certificates**

*Dubai National School (Al barsha branch)*

*Average of 83.2%*