

Abdulhameed Almohammedsaleh

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Apt # 102
Miami, Florida 33012

Education & Academic Qualification

Miami International University of Art and Design
B.A. in Advertising

Miami, FL
April 2013- Dec 2016 (Expected)

- Achievements/Awards: Dean's List 2013 – 2014-2015.
- Student Peer Mentor 2015.

Diploma Hotel Management
Front office management

Saudi Arabia
January 2004 – December 2006

Experience

Le Meridian Hotel
Sales Manager

Saudi Arabia
2010 – 2012

- Responsible for maximizing hotel revenue for profitability from the designed areas & accounts.
- Ensure consistency of growth & productivity by serving extended clients & exploring new accounts.
- Customer focused in dealing with clients with 350 accounts allocated & ensuring the service of accounts agreed.
- Responsible for all hotel revenue, rooms, food & beverage income such as laundry, recreation.
- Responsible to business development director & in his absence to the assist director of sales.
- Follow up 10 commandments.
- Set yearly produce target for each and every account in the individual territory updating sales & marketing data base system targets to be set according to previous year results & potential of the account in the current year.
- Maintain the SMS by entering reports. The main reports consist of all appointments details, call audit report, productivity, sales person performance report.
- To spend at least 83% of time in contact with existing or potential buyers of facilities whether this be inside or outside the hotel, the remaining 17% of time to be spent on administration and meetings.
- To develop and pass on sales leads and reservation for other Meridian & Starwood properties.
- To meet & greet potential clients, visiting VIP and show facilities of the hotel when necessary.
- To ensure maximum sales growth.
- To communicate effectively with all hotel department in order to project the image of being a part of a professional sales team.
- Assist sales managers 7 directors in their territory as and when required.
- To respond to future changes in sales department as may required by industry company hotel.
- To reach the next stage in career development in a maximum of 24 month by conforming to and surpassing job opportunities.

Le Meridian Hotel
Sales Manager

Saudi Arabia
2008 – 2010

Skills

- Microsoft Office Programs.
- Adobe Illustrator, InDesign, Photoshop.
- Bilingual: Fluent in English and Arabic.

- Good Experience & User as well for almost common Property management systems "PMS" as (Fidelio Landmark