



## CONTACT ME AT



Dubai



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UAE



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## SKILLS SUMMARY

- Sales Analyse
- Communication skills
- Budgeting and Cost Analysis
- Strategic perspective
- Staff and User Training
- Process Improvement

## EDUCATION



Bachelor of law / Mansoura University

## ACHIEVEMENTS



Most Outstanding Employee of the Year, OYO Life 2019



Best Employee 2018 , Suha Hotel



Signed up 30 homes in Dubai and one hotel in AUH and 10 Hotels In Salalah

# MAHMOUD ELGAML

## PROFISSIONAL SUMMARY

A business development professional with an Innovative approach to increasing numbers of accounts and maximizing profits ensuring long-lasting relationships.

Proactive and self-motivated with a constant focus on personal as well as company targets. Highly initiative in bringing up ideas to improve operations. Proficient in gathering market and competitor information and forecasting trends to optimize plans.

## WORK EXPERIENCE

### Islamic Finance Executive

AbuDhabi Islamic Bank | Nov 2020 - present (UAE)

- Prospecting and identifying new leads and pitching to the clients.
- Actively seek out new sales opportunities through cold calling, networking and social media.

### Business Development Manager

OYO Technology & Hospitality | July 2019 - Nov 2020 (UAE)

- Originating and negotiating new strategic trade partnerships and signing deals.
- Being to date with local market developments, including market intelligence, market trends, competition activity.
- Hitting aggressive targets by developing new business

### Sales Excecutive

Suha Hotel Apartment | June 2018 - July 2019 (UAE)

- Signed up contracts with more than 100 TA around the world.
- Prepare daily,monthly reports.
- Responsible for coordinating internally with the Marketing& FO team.

### Assistant front Office Manager

Suha Hotel Apartment| July 2017 - June 2018 (UAE)

- Handled guest/clients special requests, needs and complaints.
- Reviewed and briefed GSA's with house count, daily events, Trip Advisor status, and overall daily agenda.

### Assistant Reservation Manager

Hilton Dahab Resort | March 2013 - Feb 2017 (Egypt)

- Implemented marketing strategies which resulted in 16% growth of customer base.
- Analyzed departmental documents for appropriate distribution and filing.