## Mohamed Wali

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Residence with work permit in Romania looking for suitable position where i can utilize my skills with a proven track of record over 14 years of progressive experience in the hospitality industry delivering results that surpass expectations, values and direction. strong motivator and facilitator, analytical, innovative and focus Leads by example



Work experience

# Director of Business & Management Development Infinity Group UAE

2016 - 2017

2017 - 2019 Media Press release

**Portfolio** 



حققنا ارتفاع بنسبة الاشغال

10 1/ عن العام السابق

Dubai Municipality accreditation certificate

Over all operations of Hotels/Malls/Real-estate/Healthcare and control co-ordination between the Business Owner and operating party ensuring compliance of the service level agreement, Prepare the annual business plan with particular focus on accurate revenue forecasting for the project, determine which opportunities add the most value to the project and follow up with

Director of Business Development
Well-being Hotel Management Co - Abu Dhabi U.A.E

Utilized sales & marketing tools to promote latest concept of quality & stock control Management as solution provider in Radio frequency identification and in linen rental services to Hospitality & Healthcare industries, introduced improvements in company strategies based on customer feedback, developed company business by building corporate relationships with the customers & industry market leaders.

Hotel Manager & Group Head of Sales and Marketing Al Waleed Palace Hotel Oud Metha Dubia U.A.E

2015 - 2016

Managed all relevant activities within all departments of the hotel operations to ensure that the hotel consistently disposes of adequate Achievements: Exceeded (KPI) goals with annual savings of 10% by reducing operating expenses while improving quality of service, staff morale and guest satisfactions. Increased Medical Travelers Business mix 15 % by regular travel & visits GCC government sectors

Hotel Manager & Group Head of Sales and Marketing Pre-Opening Al Waleed Palace Hotel Apartments Al Barsha Dubai U.A.E 2014 - 2015

Managed all pre-opening activities e.g. site selection, construction, purchase of hotel furniture, fixtures & equipment, property management systems, Fire system, staff recruitment, and all customer service Languages functions. Handled all menu development and costing. Held full P&L and operating responsibility for 80 employees; designed budgeting, expense control and month-end reporting: marketing & advertisement campaign targeted local, regional & international markets.

Head of Sales & Marketing Al Waleed Palace Hotels Dubai U.A.E 2013 - 2014

Achievements: Lead contributor in the achievement by exceeding GOP by 9%, preparing the yearly budget scheduling expenditures, analyzing variances, initiating corrective actions, determined annual and gross-profit plans by identifying new source, establishing long term rates strategies establishing targeted market share. Achievements: Recognized & promoted by the Chairman of Al Waleed Group for outstanding leadership capabilities and was given a significant responsibilities to open new project/Al Waleed Palace Al Barsha)

#### Lifestyle Manager New concept of Lifestyle Management Armani Hotel -Burj Khalifa Dubai U.A.E

2012 - 2013

Armani Hotel Dubai was The first Giorgio Armani Designed Hotel opened in World's tallest Building Burj Khalifa. It was New Concept stay different with Lifestyle team who anticipating each guest needs Achievements: Built a strong and good connections with top VIP's, diplomatic and world's famous characters

Pre-Opening Front Office & Sales Manager Al Diar Hotel Hotel a Division of Abu Dhabi National Hotels 2009 - 2012

Achievements: Lead contributor in the achievement of targets by 7%, responsibilities for recruiting, Training, daily inspection to all Hotel Rooms to ensure all Appliances, telephone doors lock are working, Implementation of FO Manual guidance procedure Achievements: implemented CRM system resulted increase of repeat guest, signed contacts with all OTA's increased rooms revenue, recognized from Management with promotion for achieving department objectives

Front Office Manager Metropolitan Palace Hotel, Habtoor Hospitality Dubai UAE 2007 - 2009

Maximized walk-in rates by implementing up-selling program to the team and developing their sales skills, Set & Achieved KPI's by empowering/coaching. set FO KPI' st; Monitored the appearance, standards, and performance of the Front Office Team with an emphasis on training. Achievements: Developed customer service recognition programs that improved customer

من بدلت الاستان المن الدول المناسلة ال

المبتو 19 من راجع المستوح (الال يتبد ينها في منطقة تجوم التي مؤرقة من إليه طوري ومقصمة تشكل المستوية بمبينة التقد الدين مقبل إلى المستوحة والمبتوعة التي المبتوعة المبتوعة التي منطقة تجوم التي مؤرقة من إليه طوري ومقصمة التشكل المستوحة المبتوعة التي المبتوعة التي المبتوعة التي المبتوعة المبتوعة التي المبتوعة المبتوعة

Pre Opening of Al Waleed Palace

## Metropolitan Hotel Shiekh Zayed Road, Habtoor Hospitality Dubai UAE

Increased loyalty in scores by 10% & exceeded walk-in target with record of the highest Rates. Managed the(Hotel, Hotel, residence, Staff Accommodation and 2 crowded night clubs) and all over departments to Ensures that the highest levels of hospitality and service are provided, Ensured that all doors were locked at the required times and porters' security checks had been done, Ensured all arrived Guests Passport updated into Police system

Achievements: Recognized with promotion in 2007 for outstanding performance & top

#### Night Manager Marriott Beach Resort Sharm El Shiekh, Egypt

2005 - 2006

Managed the(Hotel, Hotel, residence, Staff Accommodation and 2 crowded night clubs) and all over departments to Ensures that the highest levels of hospitality and service are provided, Ensured that all doors were locked at the required times and porters' security checks had been done, Ensured all arrived Guests Passport updated into Police system and profile updated in PMS and all RC's attached with Supported documents like email or voucher; prepared all night reports(Competition/forecast, Rate Variances, Vip's Arrivals,Departure/Guest with Meal Plan) Achievements

#### **Education & Professional Certificates:**

Bachelor Degree in Oriental Languages - Mansoura University	1998-2002
Advance Italian Language - Don Bosco	2003
Hotel Revenue Management - Cornell	2009
Train the Trainer Certificate - ADNH	2010

## Languages Skills

