***NAJIB GHOSHEH SAYFI***

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**Personal Data**

First Name: Najib

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**Key Areas of Expertise**

*A combination of a wealth international knowledge and experience, more than twenty years as General Manager, with MBA Master’s degree, proven ability of successful achievements in hospitality industry and business development, to deliver exceptional guest experience, meet the company goals, and Owners expectation.*

**Professional Experience**

**Jan. 2019 – Jan. 2021 General Manager, Radisson Blu Resort Sharjah, UAE**

5\* Resort, located on a prime waterfront position in Sharjah, United Arab Emirates, with 2 Restaurants, Coffee- Shop, 5 conference rooms, 2 Wedding Halls, and 305 rooms, total revenue USD 20M.

* Managed to implement a new Commercial Sales strategy, improving RevPar by 10%, new Crew & Cargo contracts, and new corporate agreements for long stay rooms, increasing our market share and hotel ranking, motivated by beating our goals, and managed to increase by 7% our guest satisfaction.

**Jan. 2016 – Jan. 2019 General Manager Radisson Blu Resort Jizan**

5\* Resort, located on the Red Sea coastline, 2 Restaurants, Coffee- Shop, 3 conference rooms, Wedding Hall, and with150 rooms, total revenue USD 8M.

* Managed to sign new agreements with Aramco and MOD for LS rooms, reflected in Room Rev +20%, King Abdulaziz Univ. 5 Intern. Conferences and improving F&B Rev +15 %, and increasing GOP USD +1.8M.

**Dec. 2013 – Jan. 2016 General Manager, Holiday Inn Sharjah, UAE, InterContinental Hotels Group**

5\* Hotel, City Centre of Sharjah, UAE, 2 Restaurants, Lounge Bar, 3 ballrooms and conference rooms, with 180 Rooms, and total revenue of USD 10M.

* New agreement with the American University, for rooms, meetings & outside catering, leading the market, improving ADR +10$, and increasing F&B revenue in Q2 & Q3 by 15%.

**Jan. 2009 – Dec. 2013 General Manager, InterContinental Bethlehem Jacir Palace**

5\* Jacir Palace hotel City Centre, Bethlehem, 4 Restaurants, 3 Bars, 4 Conf. Ballrooms and meeting rooms, with 250 rooms, and total revenue of USD 18M.

* Hosting the International Investment Conference, PIC, one of the most important investment Events in the region, for 2.200 VIP’s, USA Vice president **Joe Baiden**, former President of Brazil **Lula da Silva**, former

UK P. Minister **Tony Blair,** and otherdelegations, which made a positive

impact over Rooms Rev. 8% and banquet revenue reflected on +26% F&B.

* New concept, A la Cart restaurants, Zaitunah & Al Arisheh Tent, (Mediterranean & Lebanese), with entertainment and live music activities, increasing the F&B revenue by 15%.

**Jul. 2006 – Jan. 2009 Cluster Hotel Manager, Riu Papayas & Riu Flamingo, Spain**

4\* Hotels, Las Palmas, Spain, 2 Restaurants, 2 Bars and 2 conference rooms, 408 Rooms, (205 Rooms & 203 Apartments), and total revenue of USD 22M.

* Design effective tool of communication, ensuring the successful synergy between all hotel departments, and managed to maximize our guest satisfaction + 12%, and increasing our guest loyalty to 40%.

**Jul. 2002 – Jul. 2006 General Manager, Riu Naiboa**

4\* Hotel, Punta Cana, Dominican Republic, **Riu Hotels & Resorts**, 3 Restaurants, 1 Pizzeria, 3 Bars, and 2 conference rooms, with 372 Rooms, and total revenue of USD 20M.

* I was actively involved in successful hotel refurbishment and pre-opening of 372 rooms, three new additional restaurants, increasing GOP + 10%. In that year the hotel was recognized in a global leadership awards as twenty best holiday establishments by TUI Tour operator.
* 5 Golden Apple Awards by American TO Apple Vacation.

**Jan. 2001- Jul. 2002 Hotel Manager, Hotel Riu Palace Macao**

5\* Hotel, 356 rooms, 4 Restaurants, 1 Pizzeria, 4 Bars, 3 conference rooms. Punta Cana, Dominican Republic.

**Jan. 2000- Jan. 2001 Resident Manager, Hotel Riu Bambu**

5\* Hotel, 560 rooms, 4 Restaurants, 1 pizzeria, 4 bars. 2 conference rooms, Punta Cana, Dominican Republic.

**Jan. 1999- Jan. 2000 Executive Assistant Manager, Hotel Barceló Santiago**

4\* Hotel, 420 rooms, 3 Restaurants, 4 Bars. Santiago, Tenerife, Spain.

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**Education & Training**

**Sep. 1997 – Jul. 1999 MBA BUSINESS SCHOOL, Escuela de Negocions, LAS PALMAS**

MBA, Master in Business and Management Administration.

Las Palmas, Spain.

**Sep. 1992 – Jul. 1996 LA ESCUELA OFICIAL DE TURISMO**

Graduate, in Business and Management Administration in Tourism.

Las Palmas, Spain

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**Languages**

English: Excellent, German: Very good, Spanish & Arabic: Bilingual.

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