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With the aim in mind of using my competence and expertise in the hospitality domain, I'm hereby submitting my application for employment. My determination will involve myself, without reserves into the responsibilities that will be entrusted to me certainly, represent positive benefits for my enterprise.

Career objective ♦

A position within the hotel industry to achieve excellence due to my extensive experience in a Multicultural environment, hard work and professionalism. ♦ Achieve a future with success and Be member of team while upholding the professional image of the company and to implement all Theory acquainted through various work situations. And wishing to associate with an Organization that can offer great growth opportunities.

Academic Qualification:

- ❖ Business Administration at Central State University-OKLAHOMA, USA (On going).
- ❖ High School, Kingdom of Saudi Arabia.

Computer Skills:

Courses & Training Record:

Personal development courses:

- ❖ Communication with the others: How to successfully send and receive messages with the
- ❖ Negotiation Skills: the four stages of negotiation cycle; Handling distrust; possible tactics.

Technical Training:

- ❖ WorldSpan: global travel information center.

- ❖ Junjin Concrete Pump & Constructional Equipment technical course: basic principles,
- ❖ inspecting the customer application, Calculations, Understand the whole range and choose
- ❖ the Right Solution.
- ❖ Case Construction's equipment training program: full training from A ~ Z about case's
- ❖ products.
- ❖ Volvo Penta Training: Region industrial engine sales and application training.

Career Record:

- ❖ Sales Supervisor, Alkhorayef Commercial Co, Jan 2012 up to date.
- ❖ Sales Supervisor, AL-Olyan GCC, April 2007 ~ Nov 2011.
- ❖ Marketing & Sales Executive, AI-Kifah Holding Co, Sep 2000 ~ Jan 2007.

Experience Summary:

Restaurant General Manager

Company Name: Amwaj Beach Resort and Restaurant

Dates Employed May 2020 –

Realization That the Monthly Foretasted Food & Beverage Revenue Figures are achieved. Ensuring that each food and beverage outlet is managed successfully as an independent profit center. Assign responsibility to subordinates and to check their performance periodically.

Night Inn Hotel – Khobar

Operations manager

Duration: August 2019 – February 2020

Closed the deal with Oyo

Ajs restaurant - Khobar

Operations manager

Duration: May 2018 - February 2019

Habitat Hotel – Khobar

Business Developer Manager – F&B Division

Duration : June 2017 – June 2018

Responsible for all food & beverage outlets, catering and banquets.

AlgoSaibi Hotel – Khobar

Operation Manager, Sep 2013, June 2017

- ❖ Developing a new outlet (Fine Dining Restaurant) called BAIT WARD with full planning of FF&E as well as operational manuals.

◆ Responsible for planning and organizing operations and for the smoothness of service of all , and functions held at the hotel and other Venues as well as supervising and training personnel so as to provide courteous and efficient service.

- ◆ Department responsible for hotel operations and administration through the administrative structure and the presence of distinguished concerts and restaurants. Under my auspex's five star services has been changed and raised the level of service and sophistication to the highest ranks and the opening of a Lebanese restaurant ... and wow operations.
- ◆ Supervise Food & Beverage Outlet operations.
- ◆ Communicate and delegate tasks to the team.
- ◆ Ensure compliance of brand standards.
- ◆ Manage guest queries in a timely and efficient Mann
- ◆ Room sales, sales of wedding halls and meeting rooms, outdoor parties, agreement with decoration companies for wedding parties.
- ◆ Raising the proportion of revenues or profits.
- ◆ Develop programs to increase occupancy and make profitable use of accommodation, meetings and recreational facilities.
- ◆ Offering offers and privileges to the client to urge him to reserve the largest possible period and to satisfy him, and this step may be the most important step sought by the client
- ◆ Consolidate the relationship with customers especially with those who are coming to the hotel as groups of huge companies to earn them as permanent clients
- ◆ Stay in constant contact with members and hotel management teams to schedule and reschedule marketing programs to fit plans, modifications and changes that can be adjusted with plans such as new offers, new prices, new programs, opening new suites etc.
- ◆ Furniture, equipment, buffet, decoration, etc., to be consistent with the requirements of the party and correct any deviation. Supervise the equipment of the party and ensure the cleanliness and safety of preparing tables,
- ◆ Assist in briefing staff before each party to ensure that everyone understands their role, tasks, responsibilities, schedule and other relevant information.
- ◆ Supervise, supervise and coordinate all activities related to the service of the concert staff and ensure that all staff work together as a team.

Alkhorayef Commercial Co:

- ◆ Designation: Sales Supervisor.
- ◆ Duration: January 2011 – March 2013
- ◆ [Job Responsibilities:](#)
- ◆ Preparation of customer database.
- ◆ Market target.
- ◆ Multimedia presentations to customers.

- ◆ Create Sales plan.
- ◆ □ Deep competitors study.
- ◆ Feedback to management.
- ◆ Finding new customers.

Olayan GCC:

- ◆ Designation: Sales Executive.
- ◆ Duration: April 2007 up to Nov 2011.

Job Responsibilities:

- ◆ Collect the customer requirements and analyze it.
- ◆ Provide the suitable solution according to our product range.
- ◆ Suggest alternatives & Extras that might come in handy.
- ◆ Provide Technical support (Start-up, Operation, maintenance.... etc.).
- ◆ Handling VIP customer's projects.
- ◆ Achieve the customer satisfactions.
- ◆ Introducing the company to the new clients with proper presentations.