



ABDUL-HASSAN KHADRA

CONTACT



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Room 315 Occidental AlJaddaf,
Dubai, United Arab Emirates

PROFESSIONAL SUMMARY

Experienced Commercial Specialist with a demonstrated history of working in the airlines/aviation and hospitality industries. Skilled in Business Development, Operations, Sales, Management, leading and motivating teams to success. Continually achieving targets and deadlines under budget through strategic planning and adaptive leadership.

SKILLS

- Commercial awareness
- Operations
- Business Development
- Microsoft Office
- Project management
- Procurement & Logistics
- Brand building
- Team management
- Strategic leaderships
- Commercial dispute resolution
- New product development
- Problem solving
- Prospecting

EXPERIENCE

BUSINESS DEVELOPMENT MANAGER Aug 2021 - Current

ACC Aviation, Dubai, United Arab Emirates

- Built strong B2B relationships tailoring product offerings to unique business needs.
- Networked via LinkedIn and industry events to identify appropriate leads and create healthy sales pipeline.
- Performed outbound B2B cold calling to facilitate portfolio growth and lead generation.
- Utilised industry events as networking opportunities to attract clients and determine the specific needs of their business.

COMMERCIAL MANAGER Aug 2019 - Jul 2021

Corebury Aviation Capital, Dublin, Republic of Ireland

- Source new clients and sales opportunities to drive up revenue.
- Analyse trends and market dynamics to identify new business opportunities and risks.
- Timely and accurate commercial input to contract negotiations with suppliers and customers.
- Negotiate and execute contracts that maximise value and minimise risk.

AVIATION EXECUTIVE Sep 2019 - Jul 2020

IKB International Plc, London, United Kingdom

- Source and purchase aircraft parts and components.
- Monitor employee activities and work schedules for Al-Burhan Airways.
- Create and issue client invoices.
- Charter flight planning and quoting.
- Maintain flight and maintenance database of fleet of helicopters.

BUSINESS DEVELOPMENT MANAGER Dec 2016 - Jun 2019

Hungry Desk, London, United Kingdom

- Developed concept & Business plan.
- Composed, revised & proofread corporate communications & marketing resulting in a newsletter sign-up of 5000+.
- Developed website in conjunction with web designer.
- Ongoing development of a restaurant database.

COMMERCIAL MANAGER Mar 2015 - Sep 2016

Eurosky Airways, Tallinn, Estonia

- Implementation of a central reservation system.
- Developed new Health & Safety Standards.
- Negotiated contracts with suppliers.
- Produced marketing strategy to increase sales & customer awareness.

BUSINESS DEVELOPMENT DIRECTOR Mar 2013 - Feb 2016

AHK Aviation Group

- Aircraft Brokerage.
- Arranged Charter flights.
- Negotiated ACMI Contracts.
- Managed a Hajj Program.
- Client and Aircraft Sourcing.

OWNER, MANAGER & CHEF Sep 2010 - Jul 2012

Cadmous Restaurant, Cebu, Philippines, Philippines

- Developed Business Plan & Strategy.

INTERESTS

- Travelling
- Team Sports
- Reading

LANGUAGE

- French, Fluent
- English, Native speaker
- Arabic, Native speaker

CERTIFICATES

- **Advanced Diploma Operations Management** Level 7
- **Advanced Diploma in Transport and Logistics** Level 5
- **Advanced Diploma Airport Management** Level 5
- **Diploma Port Operations & Management** Level 5

- Led a Market research to gain a better understanding of the local Demographics & taste buds.
- Fundraising Initial start-up capital by pitching business plan to various Banks, Friends & Family.
- Relationship building within the local community.
- Responsible for all finances & Budgeting.
- Negotiated all contracts with Suppliers.
- Managed and trained a team of 10.
- Food preparation.

EDUCATION

BACHELOR OF SCIENCE - AVIATION MANAGEMENT *Dec 2008*

London Metropolitan University, London, United Kingdom

- Aviation Financial Management.
- Airline Business Management.
- Aviation Safety & Security.
- Airline Management & Operations.
- Aviation Law.