

OMAR HANI ITANI

BUSINESS DEVELOPER

CONTACT

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Beirut, Lebanon

EXPERTISE

- Business Development
- Sales & Marketing
- Hospitality & Tourism
- Market research (B2B + B2C)
- Negotiation
- Team Leading
- People skills
- Social Media Management

EDUCATION

LEBANESE AMERICAN UNIVERSITY
BEIRUT, LEBANON

**Bachelor of Science in
Hospitality and Tourism
Management**

SEPTEMBER 2012 – JUNE 2016

INTERNSHIPS

PHOENICIA HOTEL BEIRUT

(1) **JUNIOR SOUS CHEF**
JUL 2014 – SEP 2014

(2) **FRONT OFFICE AGENT**
SEP 2016 – FEB 2017

REFERENCES

Englease.com

(1) **Founder & CEO -
Omar Chihane -**

Omarchihane@gmail.com
+971561774029

(2) **Chief Business & Product
Officer -**

Hasan Makansi -
hasan.m@englease.com -
+1(416)722-9588

WORK EXPERIENCE

Sunlit Strategies - Washington , USA

Business Development Specialist

November 2024 - Present

- Networking and Relationship Building
- Market Analysis
- Lead Generation
- Client Engagement
- Collaboration
- Brand Promotion
- Strategic Planning

Founders Media Ltd. - London, United Kingdom

Director of Sales

Feb 2023 - Sep 2024

- Email marketing
- LinkedIn B2B approaches
- Engagement offerings across Europe and GCC -
- Content creation SEO & PPC services
- Social media management

Englease.com - Dubai, United Arab Emirates

Feb 2020 - Jan 2023

(1) **Business Development Manager (Jan 2022 - Jan 2024)**

- Shifting from B2C to B2B
- Market research & Leads Generation
- Building strategic business partnerships
- LinkedIn networking

(2) **Sales Team Manager (March 2021 - Jan 2022)**

- Organized weekly meetings and assessed calls
- Trained and managed 15-30 agents on a daily basis
- B2C and B2B
- Handled renewal and referral programs

(3) **Telesales Agent (Feb 2020 - Feb 2021)**

- Daily calls to B2C leads
- Created a client database covering GCC, Europe and Northern America
- Pitched to clients between the ages of 18-60
- Achieved monthly targets between 15K and 30K USD, via phone calls

ISIC Lebanon - Beirut, Lebanon

Sales & Marketing Manager

Aug 2019 - Feb 2020

- Managed a team of 5 sales agents
- Distributed 5,000 ISIC students cards within 6 months across Lebanon
- Met quotas and targets on time
- Developed new Facebook and Instagram presence to enhance online sales
- Attended educational seminars, conferences, and workshops

Kempinski Summerland Hotel and Resort - Beirut, Lebanon

Front Office Supervisor

Mar 2019 - Aug 2019

- Worked with the OPERA System on a daily basis
- Handled customer service operations on a face to face basis
- Performed all check-in and check-out tasks Managed online and phone reservations.
- Welcomed guests upon their arrival and assigned rooms
- Supervised a team of seven employees (am-mid-day-pm-overnight shifts)
- Provided information about the hotel, available rooms, rates and amenities
- Responded to client complaints in a timely and professional manner, via email or in person depending on the situation

Vibes Tourism S.A.R.L - Downtown Beirut, Lebanon

Head of Sales & Business Development / Visa Officer

Mar 2017 - Feb 2019

- Developed a new client database for all Travel and Tourism agencies in Beirut
- Established initial contact with clients Followed latest market trends
- Signed and delivered 320 B2B contracts with tourism agencies across Lebanon
- Outdoor and Indoor sales
- Bulk email marketing Persuaded potential investors / partners to complete and submit an application WhatsApp follow ups 7 days a week for frequent tourists
- Managed UAE visa department and worked directly with DNATA