**MOHAMMED BAYOUMI**

# DUBAI, UNITED ARAB EMIRATES - +971 (55) 3424494 – BAHARY2000@HOTMAIL.COM

**DATE OF BIRTH:** 15 DECEMBER 1974 - **NATIONALITY:** EGYPT – **GENDER**: MALE - **MARITAL STATUS:** MARRIED – **VISA:** EMPLOYMENT VISA - TRANSFERABLE

Seeking a position as a valuable member of a team of professionals where I can apply my experience, skills and abilities in Hotel Management and Tourism Industry. Utilizing my experience to increase both customer satisfaction and the company’s overall reputation in a direction that provides superior earnings.

**HOTELS & OPERATION MANAGEMENT**

**PERSONAL PROFILE**

* Total rich experience of Operations and Management in hospitality industry for 21years including 15 years’ experience in senior level.
* Highly motivated and dynamic hotel operations manager with relevant experience cultivating high profile relationships and executing winning sales strategies that boost the bottom line.
* Skilled in building business, leveraging core strengths and working diligently to maintain solid client relationships
* Solid experience in P&L management, budgeting, financial reporting, substantial revenue gains Establishing sales goals and initiating cost containment processes
* Proven ability in consistently streamlining operations by utilizing & implementing processes that meet company standards and clients’ needs, thereby ensuring profitability, quality and excellent customer service.
* Hands on experience in developing procedures, service standards and operational policies, planning & implementing effective control measures to reduce running costs of the unit.
* Proficient in supervising & managing the entire operations including resource planning, procurement and maintenance of inventory levels for smooth functioning of all departments
* Readily visualize target, identify steps required to attain goals, Capable leader; comfortable working independently, Understand overall industry position and appropriate competitive strategies in market development.
* Proven background in driving teams to achieve enterprising organizational objectives. Derive genuine pleasure from transforming high potential staff into outstanding leaders demonstrating the creativity critical to financial and operational success.

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| **KEY SKILLS** |  |  |
| * Hotel Operations Management (HK-F&B-FO) 
 | Sales & Marketing  | Strategic Planning |
| * Complaint Management / Problem Solving 
 | Client Servicing  | Quality control |
| * Vendor Negotiations & Sourcing 
 | Team Leadership / Motivation  | Security Management |
| * Process Management 
 | Staff Management / Development  | Production of Reports / statistics |
| * Customer Relations & Satisfaction 
 | HR Management / Administration  | Facility Management |
| **ACHIEVEMENTS** |  |  |

* **2004:** Due to my achievement in increasing the average occupancy and healthy ARR, I have been promoted to be in charge for all of the opening operations duty in WATER VIEW EXECUTIVE APARTMENTS - GARGASH GROUP OF HOTELS
* **2005:** Increased the Hotels Occupancy for GERGASH GROUP OF HOTELS due to my leadership in the marketing campaign in ATM Exhibition
* **2009:** Implemented the cost cutting plan for GERGASH GROUP OF HOTELS by decreeing the operation cost to 18% which led to retain the company targeted profit.
* **2010:** Awarded by **DUBAI CIVIL DEFENSE** as the best hotel in Dubai for **DRILLING (EVACUATION).**
* **2012:** Achieved **90%** average occupancy and healthy Average Room Rate (ARR) year round for ASFAR GROUP OF HOTELS.
* **2013:** Implemented the cost cutting plan by decreeing the operation cost to **10%** which led to retain the target profit for ASFAR GROUP OF HOTELS.
* **2017:** Risk Management Certified Professional Environmental Health & Safety Unit in The Department of Culture and Tourism.
* **2018:** Achieved **95%** average occupancy and healthy Average Room Rate (ARR) year round for AG Hotel
* **2019:** Oracle Solaris Cluster 3.2 System Administrator Certified Professional
* **2021:** upgrade AG Hotel to 3\*- Award GO SAFE DCTA-Award from National Security Abu-Dhabi (supreme council)

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| **PROFESSION EXPERIENCE** |  |  |
| * **General Manager**

*Oct 2016-Presnt - Abu Dhabi, UAE*AG HOTEL UNITED ALSAQER GROUP |  |  |
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| * **General Manager**

*Nove2015-Nov2016- Nove2015-Nov2016 –Fujairah-UAE*  MIRAGE HOTELS, ZAHART ALSAFA GROUP |  |  |
| * **Hotel Manager**

Remax Real Estate -*Dubai, UAE*Sep2014-Oct 2015- Dubai, UAE  Pre-Opening A new Project Hotel Apartments

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| * **Cluster Operations Manager**

May 2013**-**Aug 2014 *Dubai, UAE* Grand Midwest Group Hotel& Hotel Apartments  |  | May 2013– Aug 2014 | Dubai, UAE |

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* **Cluster Operations Manager**

 Apr 2012– Apr 2013-*Abu Dhabi, UAE*

ASFAR HOTEL APARTMENTS MANAGEMENTS *Bin Mousa Group*

* **Deputy Operations Manager**

 Apr 2003 - Mar 2012-Dubai, UAE

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| * **Senior AGS- Hospitality Protocol Operations**

 Nov 1997 - Aug 2001- Dubai, UAE.Jumeirah International GroupMember of opening team (JBH-ETH-BURJ AL ARAB) |

 GARGASH CORPORATE MANAGEMENTS

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| **EDUCATION** |  |
|  Bachelor's degree - Tourism & Hotel Management*(****Faculty of Tourism & Hotel Management)*** | July 1997 Cairo University, Egypt |
| **TRAINING AND CERTIFICATES** |  |

* **2008: Security Manager** (DPS) Professional Training Course (Training) from **Dubai Police Academy & Shield UK**

# 2009: First Aid, CBR & CBA Training from ISA’AF DUBAI (Dubai Ambulance)

* ***2017: Contractor Management, Risk Management. Tatweer, ADCT Abu Dhabi***

**TECHNOLOGY KNOWLEDGE**

* Hotel Management Software (Fidelio & Wish-Express-IDS-I- clod)1997-2015-2020
* MS Windows (Server, XP, Vista & W7)1998-2020
* MS Office: Word, Excel, PowerPoint, Access, Outlook, Visio, Publisher & FrontPage.1998-2020
* ISO 20000 & ISO 27001 Member of Ag hotel team implementation security system software 2018-2019
* Oracle 2018-2020
* WIN Cloud solution project (first hotel at UAE On Cloud) 2019-2020

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| **LANGUAGES** |  |
| * **Arabic:** Mother Tongue
 | **English:** Flaunt |
| **REFERENCES** |  |
| Available upon request |  |

# Deriving License is Available – Owns a car