



# Ahmed Gamal

## Groups & MICE

To obtain a job within my chosen field that will challenge me and allow me to use my education, skills and past experiences in a way that is mutually beneficial to both myself and my employer and allow for future growth.



Liwan, Dubai, United Arab Emirates

## SKILLS

Critical thinking and problem solving

Interpersonal Skills

Adaptability

Negotiation

Decision Making

Time management

Attention to detail

## LANGUAGES

Arabic  
Native or Bilingual Proficiency

English  
Full Professional Proficiency

## WORK EXPERIENCE

### Tour Operator & Account Manager - Groups & MICE Belhasa Tourism & Travel Co LLC

2018 - 2021,

Dubai. UAE

#### Rules & Regulations :

- In charge of overall group operations including proposal presentation, cost management, air and land arrangements. New reservation sales and Inventory management.  
Meet with clients from different industries like Real Estate, Pharma, FMCG, Cosmetic and other groups to promote and discuss conference, events, product launches, gala dinners etc.
- Conduct thorough financial management for MICE operations to maximize revenue.
- Plan and conduct site inspections for potential venues for MICE business. Engages with DMC and local trade partners for business.
- Handling a team, provides training and delegate works.
- Support business groups, order business cards/office supplies, place purchase requisition, process payment, provide training, organizing agendas, provide assistance for branding requirements etc.
- Managing Multinational accounts such as (Sanofi, Merck, Oil Libya, Rotana Audio-visual, Toshiba Egypt & Carrier Egypt)
- Train new employees of the event organizer company and take part in the recruitment and hiring process.

### Travel Consultant Holidayme

02/2018 - 10/2018,

Dubai. UAE.

#### Rules & Regulations:

- Responsible for selling fixed departure to various destinations.
- Incharge of customizing luxurious packages to High end clients.
- Handling leads from different channels (Facebook, Instagram, Website, Calls & Walkin clients).
- Managed and handled multiple outbound packages worldwide.
- Assisting all the residence in UAE for application for Entry Visa for countries such as USA-UK-European Union Countries-Turkey-India-Thailand-Ukraine & China.
- Excellent exposure with operating online systems such as AIT, DOTW, GTE & TBO.
- Handled Ummra & Hag Packages, Including the visa. - Issuing Travel Insurance.

### Tour Operator - Inbound Al-Remeithi Travel - Rainbow Tours

06/2014 - 11/2017,

Ajman, UAE

#### Rules & regulations:

- Visiting resorts to ascertain accommodation quality and suitability.
- Oversee entire group operations including proposal preparation, cost management, and air and land arrangements.
- Arrangement of airline reservations, hotels, and other travel related arrangements for corporate customers.
- Liaising with airline operators, airlines, hoteliers and resort reps.

## WORK EXPERIENCE

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### Travel Consultant

#### Tempo Travel

05/2011 - 03/2014,

Cairo, Egypt.

*Rules & regulations:*

- Responsible for conferring with the clients to determine destination, mode of transportation, appropriate travel dates, financial & accommodations required for domestic & international travel.
- Liaised with tour operators and other key partners such as hotels & airlines regarding bookings and schedules.

## CERTIFICATES

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### Students Exchange (Training) (02/2010)

Fontys University of Applied Sciences Eindhoven, Netherlands

### Deutsch Language (07/2009)

Goethe Institute Cairo, Egypt

## EDUCATION

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### Archaeology & Tourism Guidance

#### Misr University for Science & Technology

2007 - 2011,

Cairo, Egypt.

### Bachelor's Degree, Business Administration

#### Arab Academy for Science, Technology and Maritime Transport

2011 - 2015,

Cairo, Egypt