

Rapid Action

+971 43554850

Address: Jumeirah Park, Dubai, UAE

Email: info@resume.ae

Skype:

LinkedIn:

Driving License: UAE / German

Nationality: German

Marital Status:

Date of Birth:

Linguistic Skills: German, English, Egyptian & French

Visa Status: Residence

Management – Operations – Decision Making – Strategic Support – Financial Advisory

Industry Expertise: Hospitality, Financial Services, Banking, Trading, Rental and Retail

Skilled and Versatile Manager with International exposure and Diversified experience in all aspects of Management and Operations seeking a Senior Management Role in the Hospitality or Real Estate Industry in the UAE. Proven background in entrepreneurship and financial advisory, engaged in direct reporting to the shareholders and decision makers. Recognized as a reliable Manager and leader with the ability to generate significant growth and revenue.

Hospitality Experience – *Off record*

Hospitality Training & Development: Engaged in learning the fundamentals and principles of management through personalized coaching/mentoring from **Mr. Klaus Gurny – General Manager of Heliopolis Sheraton Hotel.**

Managerial Learning: On-hands experience on different management styles in the hotel industry, with strong foundation in hotel operations that encompasses strategic overview and planning rendering commercial accountability and underpinning all areas of further development.

Operational Drive: Over 14 years of international Hospitality experience through some of the prominent hotels in the UAE, paired with dedicated brand culture and excellence in business development, strategic support, review and development, employee development, client service and compliance.

Full-fledged Hotel Opening: Participated in the launch of about 8 reputed hotels, while playing an active role from the construction, marketing, financial management to the first guest check-in on launch.

Recent Achievements

- Generated record rental sales of 4 million US dollars within 12 months and over 320 new customers in the UAE and 1,323 customers in Europe.
 - Successfully installed and created the worlds' first self-service Tablet vending machine in the UAE.
 - Successfully installed and structured the technical challenge of the Restaurant Roller Coaster in Abu Dhabi Yas Mall (ROGOS)
 - Successfully implemented a project with the Dubai Health Authority (DHA), supplying tablet security system for Tablet installed at 4 hospitals in Dubai for each patient.
 - Successfully negotiated a master License for the United Arab Emirates with Maclocks USA, a multibillion company.
-

Professional Contour

Founder & Managing Director
Tablet Office & Electronic Equipment Rental LLC

May 2013 – Open
Dubai, UAE

Company Profile: *Tablet Office & Electronic Equipment Rental L.L.C* offers complete and affordable solutions ranging from Tablets, branded security kiosk, iPad self-service vending machines to the On Site Support. Using rental solutions allows business customers to engage with their products at community events, festivals, athletic events, and anywhere else they have a presence.



Job Criteria:

- **Strategic Decision-making:** Spearheading activities in the UAE and Europe, formulating and successfully implementing company policy, directing strategy towards the profitable growth and operation.
- **Stakeholder Support:** Developing strategic operating plans that reflect the longer-term objectives and priorities established by the board; maintaining an ongoing dialogue with the Stakeholders.
- **Operational Support:** Building adequate operational planning and financial control systems, ensuring that the operating objectives and standards of performance are not only understood but owned by the management and other employees. Managed over 34 employees in the UAE and Europe.
- **Financial Management:** Monitoring the operating and financial results against plans and budgets, developing remedial action where necessary and informing the board of significant changes.
- **Accountability:** Monitoring actions of the functional board directors, assuming full accountability for all company operations, representing the company to major customers and professional associations, building and maintaining an effective executive team.

Chief Executive Officer
Jungle & Jeans Restaurant Corporation

Dec 2008 – Feb 2013
Miami, USA

Company Profile: Offering a combination of unique restaurants with Jeans shops, *Jungle & Jeans* and its design consultants plan the production of customers' own jeans right from selection of the fabric, style, quality and finishing details.

Job Criteria: Managed and direct a workforce of 125 in 2 locations between the USA and Germany.

- **Strategic leadership:** Engaged in strategic planning in overall operational activities, established vision and mission in line with business objectives, Seized ownership of business process for its goal-setting, policy planning, strategies, methodologies, profitability, market image and continued enhancement of business.
- **Financial Accountability:** Assume complete accountability on all financial aspects company inclusive of sales process right from prospecting, negotiating and closing deals.
- **Support & Development:** Provided leadership and direction to the team, promoted healthy work environment, authorized strategic plans & policies approval related to all facets of business.
- **Operational Support:** Ensured minimal operational cost through rational and cost effective utilization of resources through diversification and augmentation of business partnership regionally, nationally and globally.
- **Client Relationship:** Ascertaining that reporting & communications are two way and frequent, and participating in handling large/critical customer bases issues while building a strong relation with the principals and local customers.

Significant Achievements:

- Successfully identified opportunities in the market and converted them in to a unique restaurants within 6 months to 2 units with a yearly net profit of 5.5 million US Dollars.
- Succeeded in expanding company operations from Germany to Miami and driving overall business performance with significant profits.
- Created and installed the first Radio Waive Scanner for clothe measurements in Retail shops.

Managing Director
Dubai Direkt Funds GmbH Co. KG

Feb 2007 – Dec 2008
Cologne, Germany

Company Profile: *Dubai Direkt Funds Group* - leading investment holding company based with over 10 years of high-level investment success in the UAE. The firm's strategic emphasis is on identifying optimal opportunities to invest and realize value from underperforming or undervalued real estate properties in the UAE.

Job Criteria: Managed and direct a workforce of 125 in 2 locations between the USA and Germany

- **Strategic Decision-making:** Formulated and implemented company policy, directed strategy towards the profitable growth, developed strategic operating plans with clear longer-term objectives and priorities.
- **Stakeholder Support:** Maintained an ongoing dialogue with the Stakeholders, managed operational planning and financial control systems, monitored operating objectives and performance standards.
- **Financial Management:** Monitored operating and financial results against plans and budgets, implemented remedial and updated the board of significant changes.
- **Operational Excellence:** Maintained the operational performance, monitored actions of the functional board directors, assumed full accountability to the board for all operations, and represented the company to major clients.

Significant Achievements:

- Successful prospecting, marketing and placement of 3 fund concepts with a fund size of 220 million euros for the German market.
- Acquired 4,240 Investors with a total of 235 million euros for the funds.
- Organizer and moderator of 270 events in Germany involving more than 26,000 listeners and guests and 60 events in Dubai where 6,000 European Investors traveled to Dubai to attend these events
- Engaged in the Buying and selling of over 340 apartments and Villas in Dubai while generating a return of more than 16% for European investors.
- Opened the first Dubai Lounge Restaurant in Cologne, where the Burj Al Arab was rebuilt in a 1:200 scale.

Past Experience

Chief Executive Manager
American Express Germany

Sep 2005 – Oct 2006
Frankfurt, Germany

Company Profile: The American Express Financial Management advises as a financial services company and part of the worldwide active American Express Group upscale private clients and individual life course in all property matters.



Major Job Duties: Achievement of sales goals; Direct management of the Regional Manager/ the indirect branch manager; Coaching, controlling and development activities; Average productivity development measures; Demand-oriented replacement and expansion; Management of the Business Consulting.

Area Manager and Board Member
Ideekapital AG (Kapitalwerk AG)

Mar 2004 – Sep 2005
Duesseldorf, Germany

Company Profile: A 100% subsidiary of the ERGO Insurance Group and under the Munich Rueck Group, IDEENKAPITAL AG specializes in the emission of closed-end funds. Its portfolio includes German, European and US real estate fund (VALIDIA, ProVictor), Media Fund (media stream), New Energy Fund (Seldac) insurance funds (PRORENDITA British life) and ship investments (NAVALIA).



Major Job Duties: Mission-based leadership and strategic governance; Trusted advisor to the CEO; Strategic plan review; Performance evaluation and development; Approve annual budget, audit reports, and material business decisions; Legal and fiduciary responsibilities.

Other Experiences

Managing Director <i>SRG OHG</i>	Apr 2000 – Mar 2004 <i>Berlin, Germany</i>
Senior Wealth Manager <i>Dresdner Bank AG</i>	Apr 1996 – Mar 2000 <i>Berlin, Germany</i>
Senior Customer Relationship Manager <i>Berliner Volksbank AG</i>	Jun 1992 – Mar 1996 <i>Berlin and Brandenburg, Germany</i>
Bank Clerk <i>Berliner Bank AG</i>	Jun 1989 – Jan 1992 <i>Berlin, Germany</i>

Educational Qualification, Training & IT Skills

CERTIFIED BANKER - Economy and Administration for Banking – Oberstufenzentrum Wirtschaft und Verwaltung University [Germany] – 1992

Personal Management Training - Heliopolis Sheraton Hotel [Egypt]

Front Office Hotel Training - El Gezira Sheraton Hotel [Egypt]

IT Skills – MS Office Suite, Coral Draw, Photoshop