

Adil Al-Rajaibi

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PROFILE

As a proven hotel operator and manager Adil Al-Rajaibi is one of the few people able to practically demonstrate and implement those skills within a challenging market. At the same time he implements the required strategies that are essential to the profitable operations of a hotel.

Adil has been instrumental and pivotal in the establishment and growth of Midan Muscat International Services LLC (MMIS) as well as the development and maintenance of business standards within all hotels that MMIS has managed or worked on, particularly Midan Hotel Suites.

Throughout his time in the hospitality industry Adil has been promoted through a number of positions and continues to maintain an interest and understanding of each of those positions. He still displays a common-sense understanding of the hospitality business - that the customer is always right, and that as a business our income has to exceed our expenses. Simple logic that strikes at the core of all business.

EXPERIENCE

Chief Operations Officer/Operations Director

May-10 to Present

Midan Muscat International Services LLC

Muscat, Sultanate of Oman

- ✓ Established an Omani based hotel management company.
- ✓ Directly managed hotel operations of various projects, with a specific focus on Human Resources.
- ✓ Maintained, and improved, the corporate presence of MMIS, particularly with government.
- ✓ Successfully marketed MMIS as a hotel operator to a range of hotel owners and organisations.
- ✓ Worked through all stages in the development of a new mid-range hotel brand.

Director

Jan-17 to Present

Nas Services and Investments LLC

Muscat, Sultanate of Oman

- ✓ Established Nas Services and Investments, the corporate identity behind Nas Hotels.
- ✓ Worked with the Muscat Municipality to establish the guidelines for Nas Corporate Centre.

General Manager

Jun-19 to Sep-19

Venus Hotel

Muscat, Sultanate of Oman

- ✓ The hotel owner required a professional manager to turn the hotel around from a loss-making business. While working with MMIS as Asset Manager, Adil assumed the role of hotel General Manager.

General Manager

Jan-17 to Jun-19

Midan Hotel Suites

Muscat, Sultanate of Oman

- ✓ Continued the work of his earlier position as Deputy General Manager.
- ✓ Liaised directly with the hotel owner and other stakeholders.
- ✓ Sourced new corporate and leisure business.
- ✓ Developed a new restaurant and café concept.

Deputy General Manager

Jan-07 to Dec-16

Midan Hotel Suites

Muscat, Sultanate of Oman

- ✓ Personally coordinated and directed the sales and marketing of hotel.
- ✓ Direct responsibility for all guest check-ins and departures, generally greeting them in person.
- ✓ Supervised the direct employment of all staff.
- ✓ Assumed direct responsibility for the human resources of the hotel.
- ✓ Monitored all staff matters.
- ✓ Ensured that employment levels are better than the local industry standard.

Omani Representative / Public Relations Officer

Jun-05 to Jul-07

Paragon Limited

Muscat, Sultanate of Oman

- ✓ Handling all aspects of the establishment of a hotel management company in the Sultanate of Oman.
 - ◆ Liaison with investors and government officials.
 - ◆ Coordination with construction company and main contractor of Midan Hotel Suites.
 - ◆ Supervision of construction site.
 - ◆ Implementing hotel standards within the property.
 - ◆ Sourcing equipment and stock to complete the project.

LANGUAGES

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|-----------|---------------|-----------|--------------|
| ✓ Arabic | Mother Tongue | ✓ Hindi | Conversation |
| ✓ English | Fluent | ✓ Balushi | Conversation |
| ✓ Swahili | Conversation | | |

SKILLS/STRENGTHS

- ✓ In business: Understands different concepts. Focussed on the basics.
- ✓ Core beliefs: Treat others as you wish to be treated. Management by walking about.
- ✓ Personally: Ability to adapt and learn. Ever-learning and wanting to learn.