

**PERSONAL DETAILS**



**Name** : Aysegul Kendir  
**Date of Birth** : 24 February 1992  
**Nationality** : Turkish  
**Location** : Doha, Qatar  
**Marital Status** : Single  
**Email Address** : aysegul.kendir5@gmail.com  
**Mobile No** : +974 3326 3086

**PROFESSIONAL PROFILE**

Aysegul has over seven years' experience in the hospitality, tourism and business management industry providing sales management, client development and financial reporting services in the Turkey, Italy, and Qatar

Having completed on a four-year multinational university education with a degree in Business Hotel and Tourism Industry management, Aysegul transitioned seamlessly into the management industry gaining considerable hands-on international hotel, tourism, and event management experience.

This international experience across a range of positions in organisations which has resulted in her successfully developing operations strategies for corporate and leisure traveller's portfolio. This has included ensuring implementation of the brand service strategy initiatives to meet target customer needs and reporting on progress. This has ensured that Aysegul is a well-versed management professional in all aspects of the business management industry having acquired experience working with the worlds most renowned hotel brands and leading chains.

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**KEY QUALIFICATIONS**

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**Bachelors Degree, Tourism Management**

Awarding Body: Sakarya University

Grade Awarded: 3.26 GPA

Date Obtained: June 2015

**Tourism and Travel Services Management**

Awarding Body: University of Bologna (Erasmus)

Level Awarded: Level 6 (Bachelor's Degree equivalent)

Date Obtained: June 2015

**Additional Skills**

Opera 5.0 (operations & set up)

Opera Sales & Catering

ONQ

**Languages**

Turkish: Mother Tongue, English: Professional Level, Italian: Written & spoken, proficient

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**EMPLOYMENT HISTORY**

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**InterContinental Hotels Group (IHG®)**

Job Role: Assistant Sales Manager

Dates of Employment: September 2020 to Present

Location: State of Qatar

- Working as part of the corporate sales management team for the 525-room hotel with a focus on the development of new Client relationships and maintaining existing contacts,
- Daily reporting on ADR and sales updates to effectively track on bookings in relation to budget forecasts
- Communicating and coordinating with all departments and stakeholders internally and externally to ensure satisfaction and the development of continuing relationships.
- Achieved the highest ADR bookings due to a focus of engaging high yield client relationships.

**Hilton Hotel**

Job Role: Sales Executive

Dates of Employment: January 2018 to August 2020

Location: State of Qatar

- Development of potential clients or groups and conducting surveys to discover customers actively seeking hotel services.
- Arranging meetings with potential clients to identify their requirements and needs.
- Tracking and forecasting future room occupancy and developing forecasts for room revenue and occupancy.

**DoubleTree by Hilton Istanbul Sirkeci**

Job Role: Reservations Agent

Dates of Employment: July 2016 to January 2018

Location: Istanbul, Turkey

- Responsible for responding to reservation requests from guests, travel agents and referral networks made through various communication platforms,
- Ensuring that reservation hotlines are always attended to meet daily business requirements
- Responsible for creating, updating, and maintaining the reservation records daily.

**Aemilia Hotel e Savhotel**

Job Role: Assistant to Food and Beverage Manager

Dates of Employment: June 2015 to September 2015

Location: Bologna, Emilia-Romagna, Italy

- Assisting the Food and Beverage department for the management of hotel events.
- Preparation of food and beverage packages for the corporate events in accordance with the Client budget and requirements
- Preparation of event function spaces in line with client branding requirements

**Wyndham Grand Hotel Istanbul**

Job Role: Events Coordinator

Dates of Employment: January 2013 to December 2013

Location: Istanbul, Turkey

- Supporting the event director with arranging government meetings, conventions, and private events.
- Ensuring follow up calls with the clients to record satisfaction and development of relationships
- Preparing and sending of event proposals to Clients and preparing banquet event purchase orders.