


Resume

GENERAL INFORMATION		
NAME	Asif Osman	
DATE OF BIRTH	27.05.66	
LANGUAGES KNOWN	English, Hindi, Malayalam, basic Arabic.	
MARITAL STATUS	Married	
E-mail:		asifosman@gmail.com
Mobile number:		+973 33056663

Professional summary		
<p>Expertise in management of 4 areas – Travel, Loyalty Management, Employment consultancy and Training.</p> <p>Managed multi-national teams in 7 middle eastern countries. Exposure to dealing with C level executives.</p>	<p>Worked primarily at:</p> <p>www.airmilesme.com (UAE)</p> <p>www.sntta.com (UAE)</p> <p>www.meinfocom.com (Bahrain)</p> <p>www.algosaibitravel.com (Bahrain)</p>	<p>25 years experience.</p> <p>www.asifosman.com</p>
WORK EXPERIENCE		
NAME OF COMPANY	PERIOD	POSITION / RESPONSIBILITIES
Middle East Infocom - BAHRAIN	April 2011 - date	<p>General Manager, Chief Trainer.</p> <p>Employment consultancy. Psychometric testing. Conducting soft skills workshops in 20 key subjects.</p>
Air Miles, Dubai - UAE.	July 2002 – Feb 2009	<p>Head of Commercial, Rewards and Incentives.</p> <p>Product Development using the Air Miles coalition loyalty concept. Expansion, contracting and acquisition of suitable rewards for the program. Develop new opportunities using the Air Miles concept. Key account management through a professional team. Managing a team of Direct Sales Agents.</p> <p>Making presentations & proposals to C Level executives. Build market / competition intelligence. Present the Air Miles concept at Public Conferences and Seminars.</p>
SNTTA Travel and Tours LLC, Dubai - UAE	<p>Sep 1989 - July 2002</p> <p>Junior agent to Manager.</p>	<p>Manager, Dubai (last position)</p> <p>Achieve Sales and profit objectives for the Dubai operations. Increase market share of the corporate travel sector. Making presentations & proposals to new prospects. Achievements against Objectives: Consistently achieved increases of 20% over budgeted profits. Increased market share by 12% in the Corporate travel sector.</p>

Al Gosaibi Travel Agency – BAHRAIN	Oct 1988 – Sep 1989	Travel clerk. Key account handling. Ensure account is maintained, serviced and revenue optimized. Within 6 months, I was asked to manage two of the top three clients.
Various – BAHRAIN.	1986 -1988	Internship/Training Sindbad Travel, Al Amal Travel, Melody music store, Italian Arabic construction company, Zayani Enterprises. (All in Bahrain)
REFERENCES (phone numbers can be provided on request) 1. Dr. C. Dinesh – President IABA (International Airline and Business Academy). Dubai Email: drdenish@gmail.com 2. Mr. Mamoun Masarweh – General Manager, Loylogic. Dubai Email: mmasarweh@gmail.com 3. Mr. Eyas Khassan – Chief Technology Officer – Pan Emirates, UAE Email: eyask@panemirates.ae 4. Mr Abdulhakeem AlShammery – Member of Parliament, Bahrain Email: hakim@alamaltravel.com		
OTHER SKILLS / ADDITIONAL RELEVANT INFORMATION		
Public guest speaker at various seminars and conferences. Refer www.youtube.com/asifosman		
Over 30 courses attended on various topics related to Management, ISO, Travel and Training. Certificates on record.		
International exposure: Travelled to 19 countries including USA, UK, Far East, Middle East and all GCC.		
Currently pursuing Wesleyan University's course on Social Psychology (USA)		
Drivers license UAE and Bahrain. Driving experience in all GCC countries.		
SPECIAL INTERESTS AND HOBBIES		
International Politics.		
Playing football. Conducting tournaments. (weekends).		
Industrial Psychology. (http://www.socialpsychology.org/member/osman)		
Voluntary Tour guide at Al Fateh Mosque, Bahrain.		
Founder of Food donation website: www.givefoodtoday.com		
Founder of commercial website: www.tabadal.net		

DATE: August 2013