



Vusal Karamat Bakhshvar

Nationality: Azerbaijani **Date of birth:** 19/01/2000 **Gender:** Male

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Home: Dubai (United Arab Emirates)

ABOUT ME

Dynamic and results-driven luxury hospitality sales leader with nearly 4 years of global experience in high-end resort sales, market expansion, and revenue optimization. Fluent in English, Russian and Turkish, with a deep passion for eco-luxury travel and a proven ability to cultivate high-net-worth clientele across Europe, Asia, and the GCC. Adept at strategic negotiations, CRM-driven sales processes, and leading high-performing teams to exceed revenue targets while maintaining brand integrity. Thrives in cross-functional, fast-paced environments, combining analytical rigor with a charismatic, client-centric approach to drive long-term business growth.

EDUCATION AND TRAINING

Bachelor's Degree

Azerbaijan State Oil and Industry University [14/09/2017 – 01/07/2021]

Address: 16/21 Azadliq Avenue, AZ1000 Baku (Azerbaijan) | **Website:** <http://asoiu.edu.az/> | **Field(s) of study:** Engineering, manufacturing and construction

WORK EXPERIENCE

The First Group – Dubai, United Arab Emirates

City: Dubai | **Country:** United Arab Emirates

Cluster Sales Executive

[02/2025 – Current]

- Negotiated high-value contracts with DMCs, luxury travel advisors, and corporate clients, reducing commission payouts by 18% through direct booking incentives
- Coached sales team on consultative selling, resulting in a 25% increase in upsells
- Managed top-producing travel advisors, achieving 120% of annual sales targets through curated itineraries
- Led B2B roadshows in Turkey, Azerbaijan, Indonesia securing 12 new long term contracts
- Analyzed competitor pricing using STR reports, adjusting strategies to maintain #1 ranking in ADR for the area

The First Group – Dubai, United Arab Emirates

City: Dubai | **Country:** United Arab Emirates

Cluster Reservation Agent

[06/2024 – 01/2025]

- Assisted guests via multiple communication channels (phone, email, online)
- Generated and processing reservations across five diverse hotel properties
- Managed room inventory and updating booking systems in real-time
- Provided comprehensive information on hotel amenities, rates, and policies
- Administered Marriott and Wyndham brand loyalty programs
- Managed reservation modifications and cancellations efficiently
- Facilitated group bookings and event reservations

 Sheraton Sharjah Beach Resort & SPA – Sharjah, United Arab Emirates

City: Sharjah | Country: United Arab Emirates

Guest Experience Expert

[11/2023 – 05/2024]

- Developed and implement guest experience strategies and initiatives across the cluster properties
- Collaborated with property management teams to align guest experience practices and protocols
- Analyzed guest feedback, surveys, and data to identify areas for improvement and implement enhancements
- Designed and facilitated training programs for front-line staff and guest-facing teams
- Educated employees on guest service standards, brand guidelines, and customer experience best practices

 Absheron Hotel Group – Baku, Azerbaijan

City: Baku | Country: Azerbaijan

Cluster Reservation and Sales Clerk

[10/2022 – 10/2023]

- Handling hotel reservations including:
Baku Marriott Hotel Boulevard
Sheraton Baku Intourist
Courtyard Baku by Marriott
- Developed and implemented sales plans to drive room bookings, event bookings, and F&B revenue.
- Negotiated corporate and group rates to secure long-term contracts with clients.
- Conducted site inspections and presentations to showcase hotel facilities and services.
- Built and maintained relationships with corporate clients, travel agents, and event planners.

 General Motors – Baku, Azerbaijan

City: Baku | Country: Azerbaijan

Sales Executive

[01/2022 – 09/2022]

- Planned and executed daily sales strategies to achieve monthly and quarterly sales targets.
- Calculated and presented financing options, warranties, and after-sales services to customers.
- Conducted test drives and product demonstrations to showcase vehicle features and benefits.
- Built and maintained strong relationships with customers to ensure repeat business and referrals.
- Analyzed market trends and competitor offerings to identify new sales opportunities.

LANGUAGE SKILLS

Mother tongue(s): Azerbaijani

Other language(s):

English

LISTENING C2 READING C2 WRITING C2
SPOKEN PRODUCTION C2 SPOKEN INTERACTION C2

Russian

LISTENING C2 READING C2 WRITING C2
SPOKEN PRODUCTION C2 SPOKEN INTERACTION C2

Turkish

LISTENING C2 READING C2 WRITING C2
SPOKEN PRODUCTION C2 SPOKEN INTERACTION C2

French

LISTENING A1 READING B1 WRITING A1
SPOKEN PRODUCTION A1 SPOKEN INTERACTION A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user