



Jean Paul El Kahi

Account Manager | Estimator | Hospitality

■ CONTACT

- +974 33935055
- jeanpaul.kahi16@gmail.com
- Doha, Qatar

■ LANGUAGES

- Arabic – Native
- English – Fluent
- French – Intermediate

■ KEY SKILLS

- Client Relationship Management
- Estimation & Costing
- Business Development
- Leadership & Team Management
- Process Improvement & Auditing
- MS Office & ERP Systems
- Multilingual Communication

■ PROFESSIONAL SUMMARY

Dynamic Account Manager with a background in Banking & Finance and 3+ years' experience across the GCC in account management, estimation, and hospitality leadership.

Skilled in driving operational efficiency, leading client relationships, and optimizing cost structures.

Proven success in developing an estimation software tool to improve accuracy, auditing, and profitability.

Multilingual communicator recognized for adaptability, leadership, and delivering results in printing, events, and hospitality industries.

■ WORK EXPERIENCE

Account Manager / Estimator – Iprint, Doha, Qatar (Nov 2023 – Present)

- Gained expertise in packaging, events, and printing, adapting quickly to workflow.
- Prepared 1000+ quotations and cost estimates for packaging, branding, and events.
- Partnered with clients to design tailored packaging solutions balancing quality and cost.
- Spearheaded estimation software projected to reduce quotation time by 40%.
- Coordinated with production teams and suppliers for timely, high-quality delivery.
- Introduced cost-control measures and standardized reporting, boosting profitability.

F&B Supervisor – Mandaloun, St. Regis Hotel Marsa Arabia, Doha (Sep 2022 – Nov 2023)

- Supervised daily operations in a 5-star fine dining venue, ensuring service excellence.
- Managed and trained a team of 15+ staff, boosting efficiency and reducing turnover.
- Coordinated VIP events and reservations, contributing to a 15% increase in repeat guests.
- Implemented training protocols that improved guest satisfaction and reduced onboard time by 25%.

Assistant Restaurant Manager – Daskuche, Beirut, Lebanon (Nov 2018 – Sep 2022)

- Oversaw operations for a German restaurant serving 500+ guests/day.
- Directed and scheduled a team of 20+ staff, ensuring smooth service delivery.
- Negotiated supplier agreements, reducing procurement costs by 12%.
- Developed promotions and events, increasing traffic and recognition.
- Implemented feedback systems, improving retention and satisfaction scores.

■ PROJECTS

Estimation Software Development

Collaborated with developers to build a tailored estimation system, enhancing company structure, auditing, and overall efficiency.

■ EDUCATION

Bachelor's in Banking & Finance, Lebanese International University, GPA: 3.4/4 (2023)

General Science, Ashrafieh Public School, GPA: 14/20 (2015)

■ REFERENCES

Charbel Challita – Production Manager, Iprint | ■ +974 3038 8933