

Skype [Dir. El Sayed](#)



## Fabrizio El Sayed

### Summary Me

Hotel Director with over 20 years' experience towards hotels and resorts from four\*\*\*\* to seven \*\*\*\*\*L, in Italy and abroad, with assets of several start-ups.  
Studies in the United States of Hotel Management.  
Excellent English for international contracts, good Spanish and French.  
Long experience Operative, particularly experienced in catering, having managed and worked for 20 years in the restaurant, I was the youngest Maître of Italy only 17 years.  
Several contacts with tour operators and agencies, national and international to work any type of hotel with good jobs, according to their potential and characteristics.  
Maximum protection of heritage hotel real estate and its continual upgrading, both structural organization with considerable experience in the restoration and renovation of hotels.  
Experience in General Management of hotels in the city, sea and mountain resorts in Africa and available to transfer. Excellent capacity rating of a project, with analysis of the various development stages of the same project from the verification of investments to estimated revenues  
I am a humble person who can listen and speak to all the social and cultural levels because I have a remarkable capacity of general learning, but firm executor of objectives with the properties.  
Calm and reasonable person, and who knows' stay in place but also prevail if he believes in a project. Financial claims commensurate with what I can give to a property, I also below the normal standard, but only because I always want to be rated by who gives me the opportunity to do so.  
Never done disputes, never fired. Many verifiable references. I can calmly assure to know myself amply repay the salary between optimization expenses, new contracts and improved sales and rating online.  
I am not the kind of director that hides problems or of many words and little substance, are practical and able not only to solve problems when they arise but also especially to predict them and avoid them. I am used to working long hours and I never watch the clock.  
Ask also for a simple exchange of opinions or just to discuss my CV.

### Work Experience

- 2021 - 2024 **"GRAND HOTEL PLAZA"** 5 STAR LUXURY Rome Italy  
Hotel Manager Quadro A + benefits
- Managing and conducting Hotel 5 \*\*\*\*\* luxury
  - Reorganization of the Booking Office and Marketing, inserting new contacts and increase Occupation
  - From 64% to 78% of admissions in six months
  - Reorganization and increase of services to the customer in particular Reception, Restaurant and bar.
  - Support to the Maintenance and Refurbishment of Rooms
  - Management and Reorganization of staff, selection and introduction of new Suppliers
- 2019-2021 « **Locci Hotels** » **Societa di gestione** Cattolica - Rimini Italy  
Direttore di Hotel Quadro A + benefits  
Hotel management company with several Hotels owned by the Romagna Riviera
- Managing and conducting Various Hotel 3 \*\*\* and 4 \*\*\*\* in Adriatic Coast
  - Organization and increase services to the customer in particular Reception, Restaurant and Bar.
  - Support to the Maintenance and Refurbishment of Rooms
- 2017-2018 « **LIONS srl** » **Societa di gestione** M.Marittima - Rimini Italy  
General Manager Quadro A + benefits  
Hotel management company with several Hotels owned by the Romagna Riviera
- Managing and conducting Various Hotel 3 \*\*\* and 4 \*\*\*\* in Adriatic Coast
  - Organization and increase services to the customer in particular Reception, Restaurant and Bar.
  - Support to the Maintenance and Refurbishment of Rooms
- 2017-2017 **"BUSINESS CONSULTANT"** For Hotels 5 STAR LUXURY Venezia Italy
- Electric Manager six mons in the winter partita Iva
  - assistance to hotellery companies for gas end light
  - research and supply of long term rental cars and vans

- 2016-2017 **"GRAND HOTEL PLAZA"** 5 STAR LUXURY Rome Italy  
Hotel Manager Quadro A + benefits
- Managing and conducting Hotel 5 \*\*\*\*\* luxury
  - Reorganization of the Booking Office and Marketing, inserting new contacts and increase Occupation
  - Reorganization and increase of services to the customer in particular Reception, Restaurant and bar.
  - Support to the Maintenance and Refurbishment of Rooms

- 2013-2015 **"GRAND HOTEL PLAZA"** 5 STAR LUXURY Rome Italy  
Hotel Manager Quadro A + benefits
- Managing and conducting Hotel 5 \*\*\*\*\* luxury
  - Reorganization of the Booking Office and Marketing, inserting new contacts and increase Occupation
  - From 64% to 78% of admissions in six months
  - Reorganization and increase of services to the customer in particular Reception, Restaurant and bar.
  - Support to the Maintenance and Refurbishment of Rooms
  - Management and Reorganization of staff, selection and introduction of new Suppliers