

ELNUR HUSEYNOV

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Profile

Held managerial positions at international level. Over 10+ years in business development, account management and sales, particularly in tourism, energy and airline industry. Maintain outstanding customer service skills, excellent communication skills in several languages, problem solving aptitude, a high level of ethics and integrity.

Specific experience in:

Sales and Business Development - Contracts and Proposals – Corporate Account Management
Revenue Management – Market Intelligence - Marketing and Promotion - Education
Client Relations - Negotiation skills - Bidding & Procurement

Professional Experience

12 Group of Companies Holding | Advisor (Business Development) | Jan 2017-May 2018

- Advised on business development practices and
- Supported general managers of multiple properties
- Set up and run new business projects
- Streamlined and coordinate business processes and sales
- Managed strategic partnership and negotiated deals with clients and suppliers

Turkish Airlines | Regional Corporate Manager | Jan 2016- Jan 2017

- Managed strategic partnership and negotiated deals with global and local corporate clients
- Identified and developed new leads via direct sales, networking and client referrals
- Designed and implemented business plans with quarterly and yearly targets
- Implemented key new corporate accounts in energy industry given the insider know-how
- Designed new incentive models and supported marketing team
- Streamlined operations and improved business data

Hogg Robinson Group - Corporate Travel | Managing Director | Jan 2011-April 2016

- Prepared successful bids, managed and led RFP of multinational corporate customers
- Increased market share and revenue up to 30 percent
- Prepared competitor and airlines analysis to increase sales and incentive programs
- Designed incentive schemes and bonus packages for corporate clients
- Developed dynamic sales team and trained 16 travel agents in ticketing and tours department
- Recruited, led, motivated and managed 45 employees in 4 offices across Baku

Khazar University – MBA - Marketing Management, International Management Adjunct Lecturer - 2012 - 2017

TOFOIL AG Switzerland | Energy - based in Colombia Business Development Manager | 2007 - 2009

- Provided managerial support to the Vice President in strategic decisions
- Prepared commercially feasible offers for customers
- Carried out market research and identified new revenue sources
- Improved subcontractor productivity, identified and eliminated work hazards of a \$2.5m project.
- Identified and generated short-term and long-term businesses and partnerships
- Provided support to the Director of Strategic Planning and Investment
- Monitored service level agreements and compliance

Right To Play | Project Manager (Canadian NGO) | 2006-2007

- Developed and implemented innovative team building programs and leadership initiatives.
- Trained beneficiaries on capacity-building, motivation and leadership
- Built a community of beneficiaries and create a network of partner organizations
- Implemented strategic implementation plan and maintain solid contact with partners
- Prepared monthly and weekly activity reports to headquarters in Canada.

Institute for Democracy in Eastern Europe | Project Assistant | 2005-2006 US State Department Project based in Cuba and Poland

- Organized seminars, training, conferences etc.
- Provided multi language translation/interpretation from Spanish-English-Russian-Azerbaijani
- Prepared reports and provided overall administrative support

Education and Qualifications

Azerbaijan Diplomatic Academy (ADA UNIVERSITY) *under Ministry of Foreign Affairs of Azerbaijan*

Master of Arts in Diplomacy and International Affairs - 2011

Azerbaijan University of Languages - Master of Arts in Linguistics - 2008 (summa cum laude)

Azerbaijan University of Languages - Bachelor of Arts in Spa-Eng Interpretation - 2006 (summa cum laude)

Universidad Autonoma de Madrid - Non-degree graduate from Faculty of Philosophy and Humanities - 2006

Khazar University - MBA - Marketing Management, Adjunct Lecturer - 2012 - 2017

Khazar University - MBA - International Management, Adjunct Lecturer - 2012 - 2017

Conferences and International Exposure

Experience in over 15 countries in CIS, EMEA, Europe and South America for professional and academic purposes. Extensive contacts in business including entire energy industry, multinationals, airlines, as well as government agencies.

Recent events

Global Deans and Directors Conference - Dubai, UAE, 2017

Induction course to Turkish Airlines - Istanbul, Turkey, 2016

Training on Negotiation, Sales and Marketing - London, UK, 2016

Languages:

Azerbaijani - Native proficiency

English - Fluent

French - Basic

Russian - Native proficiency

Spanish - Fluent

Computer skills

Experienced computer user. MS Office and IWork. Internet navigation with excellent research skills.

MBTI - ESTJ certified psychological portrait

* References are available upon request.