Ali Raza

Groups & MICE Manager | B2B Travel & Events Expert | Multilingual Travel Specialist
Istanbul, Turkey
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Professional Summary

Results-oriented Groups & MICE Manager with 5+ years of experience organizing high-impact corporate events and group travel across Turkey. Proven success in vendor negotiations, budget management, and B2B coordination. Known for delivering seamless event logistics and superior client service. Adept in CRM systems and multilingual communication, with global exposure and a passion for precision travel planning.

Key Skills

- Group Travel Planning
- MICE Coordination
- Event Logistics
- Destination Management
- B2B Sales
- Contract Negotiation
- Vendor Management
- CRM Systems
- Microsoft Office Suite
- Travel Itinerary Software
- Multilingual Communication
- Client Relationship Management
- Cross-cultural Negotiation

Professional Experience

- Umbrella Travels — Istanbul, Turkey

Groups & MICE Manager (Jan 2021 – Present)

- Managed 150+ MICE and group travel itineraries for international and domestic clients.
- Coordinated events for up to 200+ attendees and budgets up to $200,000.
- Negotiated contracts with hotels, transport providers, and venues to secure competitive pricing.
- Represented the company at major international expos including ATM Dubai and PTM Pakistan.
- Increased group travel bookings and achieved high client satisfaction and retention.

- Green DMC — Istanbul, Turkey

Sales & Reservation Representative (FIT) (Jan 2018 – Dec 2020)

- Designed personalized itineraries for Free Independent Travelers (FIT).
- Demonstrated deep knowledge of Turkish destinations, hotel categories, and SIC/PVT tours.
- Ensured seamless execution through coordination with internal departments and vendors.

Education

Master's in Communication Design, Istanbul Gelişim University — 2020
Bachelor's in Product Design, National College of Arts, Pakistan — 2016

Certifications & Training

Available upon request.

Languages

- Pashto – Native
- Turkish – Fluent
- English – Fluent
- Urdu – Fluent
- Hindi – Fluent