



Synopsis Of Unis S Kamali

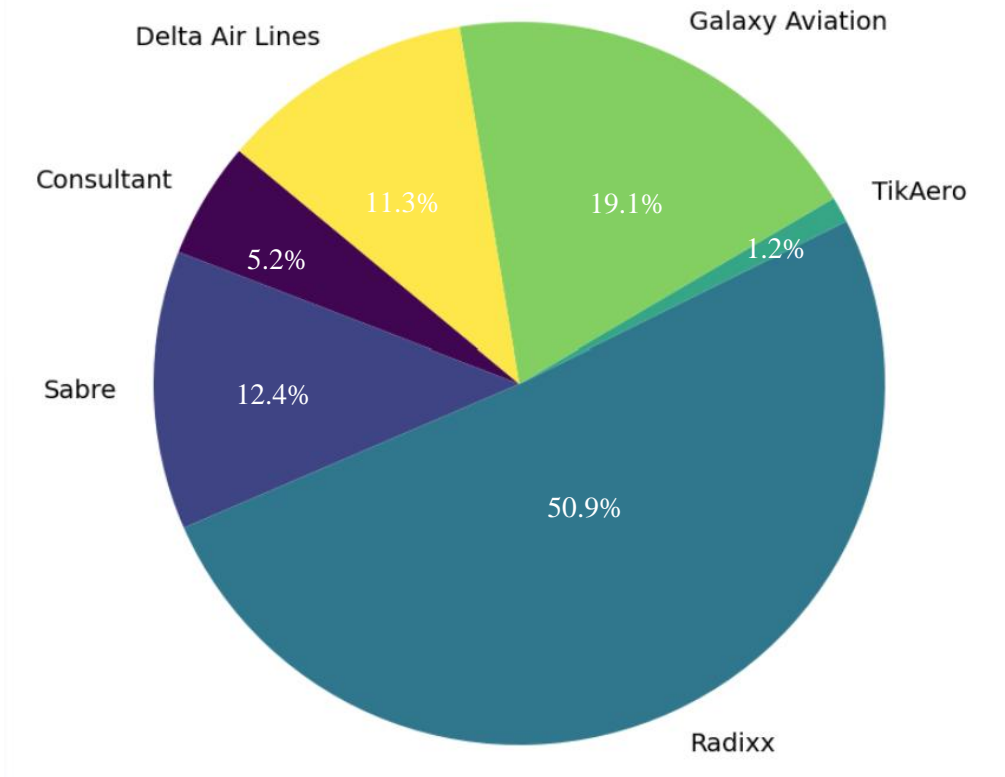
MARCH 19TH 2025

Personal Information

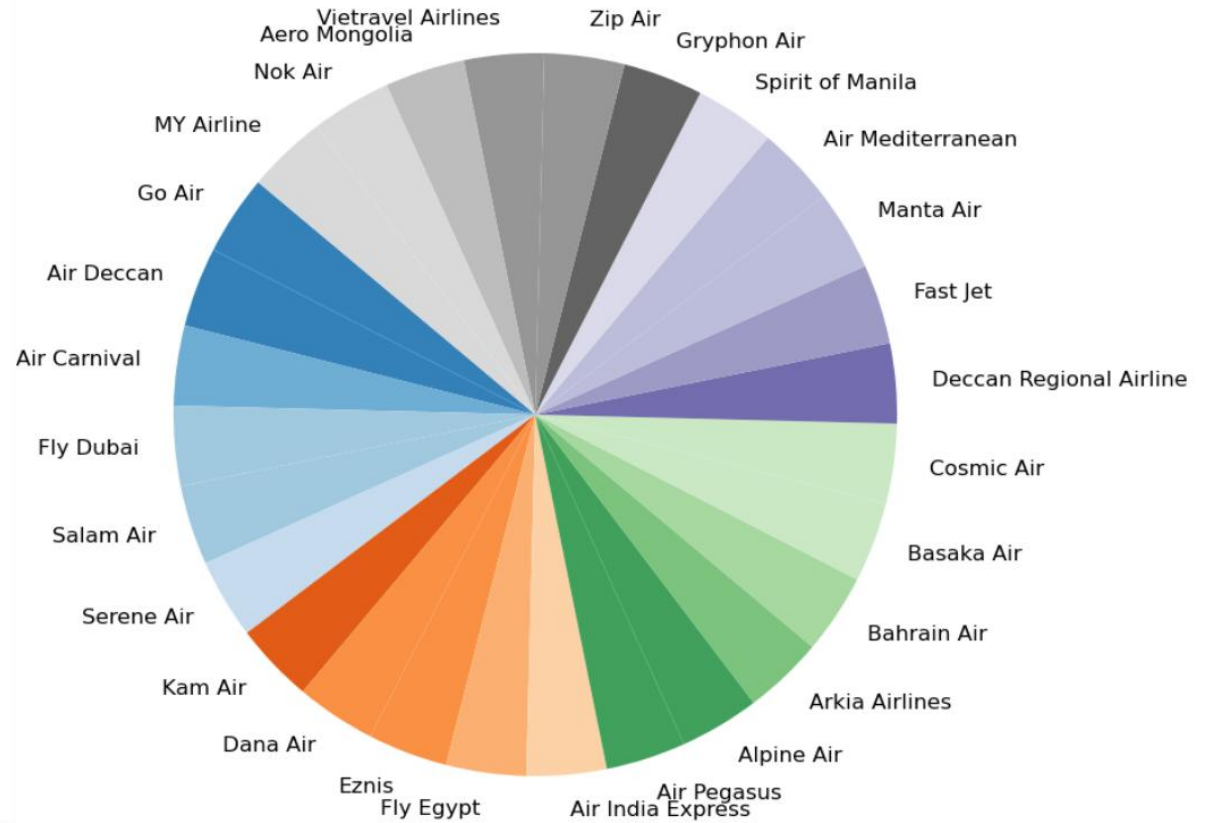
Name	Unis S. Kamali
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Linked In	www.linkedin.com/in/unis-kamali-71904412/
Education	Bachelors of Science & Masters in Aviation
Various Professional Course	Business Ethics, GDPR Certification, PCI Compliance, Privacy & Data Protection, Code of Business Ethics,
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Journey of Professional Excellence & Achievements



Professional Excellence



Airlines Achieved

Professional Information

With extensive experience in the aviation industry, I have honed my expertise in Passenger Service Systems (PSS), project management, aviation business, infrastructure, and support. I am a highly efficient, delivery-oriented professional with a passion for growth through inclusive teamwork. My sales performance record has been exceptional, contributing 33% to earnings at Radixx and consistently exceeding targets at Sabre, where I was recognized for my outstanding achievements.

Proven track record of success in:

- **Sales, Commercials, and Implementation:** Successfully managed the sales, commercials, and implementation processes for over 28 airlines, ensuring seamless integration and operational efficiency.
- **Airline Distribution, Planning, and Management:** Expertise in airline distribution, strategic planning, and management, optimizing routes and schedules to maximize profitability and customer satisfaction.
- **Passenger Service System (PSS):** In-depth knowledge of airline core systems Reservations, Departure Control Systems (DCS), and other supporting systems, ensuring smooth and efficient operations and passenger handling.
- **Technology Optimization Consultation:** Providing expert consultation to optimize technology solutions, enhancing operational efficiency and reducing costs.
- **E-Commerce Setup and Implementation:** Leading the setup and implementation of e-commerce platforms, driving online sales and improving customer engagement.
- **Vendor/Client Relationship Management:** Building and maintaining strong relationships with vendors and clients, ensuring successful collaborations and long-term partnerships.

Core Competencies

Over the past 18+ years with Radixx and Sabre, I have been at the forefront of leading sales and commercial operations across various countries and continents. This extensive experience has equipped me with a deep understanding of promoting, selling, implementing, and managing various Passenger Service Systems (PSS) such as Radixx, SabreSonic, and associated systems like Revenue Optimizer and Standalone **Departure Control Systems**.

Demonstrated expertise in:

- **Sales, Commercials, and Implementation:** Successfully managed the sales, commercials, and implementation processes for over 29 airlines, during my tenure with Sabre & Radixx.
- **Revenue Contribution:** Contributed more than **33% to Radixx's year-over-year** sales revenue, showcasing my ability to drive significant financial growth.
- **Award Winner:** I was honored to receive the **Salesman of the Year award** from Radixx International Inc. in 2018. This prestigious recognition was a testament to my dedication, hard work, and exceptional performance in driving sales and achieving outstanding results. It highlighted my ability to exceed targets, build strong client relationships, and contribute significantly to the company's growth and success.
- **PSS, E-Commerce, and DCS Implementation:** Led the sales and implementation of Passenger Service Systems, e-commerce platforms, Departure Control Systems, and other related modules, driving technological advancements and improving customer engagement.
- **Vendor/Client Relationship Management:** Built and maintained strong relationships with vendors and clients, ensuring successful collaborations and long-term partnerships.
- My extensive experience and proven track record in the aviation industry have equipped me with the skills and knowledge to add significant value to any organization. I am committed to leveraging my expertise to drive growth and success through innovative solutions and effective teamwork.

RADIXX

Modern. Effective. Efficient.

Alliance Air

Cambodia Airways

Bassaka Air

Manta Air

FlyEgypt




Unis Kamili

2018 Salesman of the Year

Salesman of the Year 2018

In 2018, I set a new record by signing five airlines within a single year, which earned me the Salesman of the Year 2018 award at Radixx.

Professional Experience — 1/3 (Highlights)

S.No	Organization / Period	Location	Responsibility
01	<p>Consultant</p>  <p>Sep 2023 till date</p>	UAE	<p>A consultant to airlines and technology companies plays a pivotal role in advising and guiding them on various aspects of their operations, management, and strategy. This includes enhancing operational efficiency, developing strategic plans, conducting market analysis, integrating advanced technologies, improving customer experience, and fostering innovation.</p>
02	<p>Sabre Travel Solutions Sr. Principal Sales</p> <p>Jan 2020 to Aug 2023</p>	UAE	<p>Sales and Commercials were my primary responsibilities at Sabre and Radixx. Initially, my role focused on selling, promoting, and training both internal and external resources in the EMEA and APAC regions. Over time, my portfolio expanded to include a range of other Sabre products such as SabreSonic, Revenue Optimizer, Retail Intelligence, GDS, Airline Ancillaries, OTA's, and Codeshare Management. I was responsible for promoting these products across the regions, ensuring their successful implementation and integration.</p>

Professional Experience — 2/3 (Highlights)

S.No	Organization / Period	Location	Responsibility
03	Radixx International Inc Vice President Sales EMEA/APAC Apr 2005 to Dec 2019	India & UAE	<p>I was the first Radixx employee outside the USA to head Sales and Commercials, promoting the New Generation Passenger Service System to both existing and new airlines in the EMEA and APAC regions. My primary assignments included developing sales strategies, identifying target markets, and managing funnel sales. In addition to these responsibilities, I actively promoted the Radixx brand through marketing and sales initiatives. I conducted system demonstrations for airlines, designed and customized commercial proposals, oversaw implementation processes, and maintained strong client relationships to ensure retention.</p> <p>Requests for Proposals (RFPs), ensuring that our offerings met the specific needs and requirements of potential clients was one of my top priority.</p>
04	TikAero & Mercator (Emirates Group) Vice President (Short Period 2010)	Dubai & Bangkok	<p>As the Vice President of Sales and Commercial at TikAero, my role encompasses a wide range of responsibilities, including strategic leadership, revenue generation, and business development. However, one of the most significant aspects of my tenure has been overseeing the acquisition of TikAero and Mercator.</p> <p>I played a crucial role in the team that successfully completed this acquisition, which led to the merger of TikAero with Mercator. This strategic move necessitated my relocation from Bangkok to Dubai, where I continued to serve as the primary point of contact for the Mercator team. In this capacity, I provided comprehensive support to lead and promote TikAero, ensuring a smooth transition and fostering strong collaborative relationships between the two entities.</p>

Professional Experience — 3/3 (Highlights)

S.No	Organization / Period	Location	Responsibility
04	Galaxy Aviation (Owned by Cambata Aviation) General Manager Sep 1999 to Mar 2005	Mumbai India	<p>In my role, I was responsible for providing comprehensive ground handling and supervision services to Alitalia, Etihad Airways, and several other airlines at the BOM station. This involved ensuring efficient and seamless operations for these airlines, addressing any logistical challenges, and maintaining high standards of service.</p> <p>Additionally, I played a key role in the procurement of Ground Handling Equipment (GHE), which was essential for the smooth functioning of ground operations. My responsibilities extended beyond aviation, as I also managed a diverse portfolio of businesses. This included overseeing the operations of group restaurants such as Starters & More and Sundance, as well as a chain of music shops named GROOVE. Furthermore, I managed the health club Qi, ensuring that each establishment operated effectively and provided exceptional service to its customers.</p>
05	Delta Air Lines (GSA Represented By Global Excellence, a Swissair Company) Sales Assistant & Revenue Sharing Apr 1996 to July 1999	New Delhi India	<p>In my role, I was responsible for overseeing ticket sales across North India, ensuring that sales targets were met and exceeded. This involved coordinating closely with regional travel agents to streamline operations and maximize sales opportunities.</p> <p>I also handled fortnightly reporting, specifically Passenger Sales Reports (PSR), to Delta's offices in BOM (Mumbai) and ATL (Atlanta), providing detailed insights into sales performance and market trends. Another key aspect of my responsibilities was the reconciliation of ticket coupons, ensuring accuracy and compliance in all transactions.</p> <p>Additionally, I managed the codeshare revenue sharing between Delta and Swissair, facilitating smooth financial operations and fostering strong partnerships between the airlines. I was also tasked with preparing the annual office budget for sales and administration, ensuring that resources were allocated efficiently to support business objectives.</p> <p>Furthermore, I provided monthly reports to the BOM office, keeping them informed of progress, challenges, and achievements, and ensuring alignment with overall company goals.</p>

Core Achievements

Brief Prelude to Radixx & Sabre Era:

During my tenure with Radixx and Sabre, I was honored with numerous awards, including the prestigious Best Salesperson of 2018. This recognition was a testament to my dedication and exceptional performance in driving sales and fostering strong client relationships.

As a Global Leader, I have demonstrated my ability to work effectively within teams, collaborating with colleagues to achieve common goals. Additionally, I have successfully managed projects independently, showcasing my leadership and strategic planning skills. My efforts have significantly contributed to the growth and expansion of Radixx and Sabre, as evidenced by the addition of several airlines to our banner. These achievements highlight my commitment to excellence and my ability to navigate complex challenges in the aviation industry.

Joined Radixx in 2005 as the first employee outside the USA. At that time, Radixx had no international exposure, and my primary responsibility was to create awareness and secure new business in this part of the world. My role involved sourcing, initiating, negotiating, and successfully closing contracts with various airlines. Through my efforts, I was able to add over **24 airlines** to the **Radixx banner**, including notable names such as **Go Air, Air Deccan, Air Carnival, Fly Dubai, Salam Air, Serene Air, Kam Air, Dana Air, Eznis, Fly Egypt, Air India Express, Air Pegasus, Alpine Air, Arkia Airlines, Bahrain Air, Basaka Air, Cosmic Air, Deccan Regional Airline, Fast Jet, Manta Air, Air Mediterranean, Spirit of Manila, Gryphon Air, and Zip Air.**

During my tenure at **Sabre**, I played a pivotal role in leading the team to add several airlines to our portfolio, despite the challenges posed by the COVID-19 pandemic from 2020 to 2022. The airlines added during this period include **VieTravel Airlines, Aero Mongolia, Nok Air, and MY Airline.** My leadership and strategic vision were instrumental in navigating the complexities of the aviation industry during these unprecedented times, ensuring continued growth and success for Sabre.

References



Ronald Peri
Founder & CEO of Radixx

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Re: Letter of Recommendation for Sayed Yunis Kamali
To Whom It May Concern:

For 26 years I served as CEO of Radixx International, Inc., the leading provider of next generation airline reservations systems worldwide. In this position, I hired Sayed Yunis Kamali in 2006 as Vice President of Sales for Asia and the Middle East. At that time, we had no clients in either region. Yunis was able to create a marketing plan and execute to such an extraordinary degree so that within three years we were the leading provider with 63% of the Indian airline market. We were able to leverage the success in Asia and the Middle East so that we penetrated markets worldwide. Based on my experience, I can say without hesitation that Yunis is not only extraordinary in sales and marketing, he maintains the highest ethical standards and professional decorum. I will be happy to discuss with you Yunis' extraordinary achievements and capabilities.

During my career, I have also had the opportunity to work for large multinational companies as well as startups. Yunis' skillset is such that he can work in small or large companies, whether operating independently or with a large team. He is a self-starter who needs little supervision. He is particularly skilled at strategizing and gaining entry into the largest opportunities. He is equally comfortable with CEOs and other high level executives, as well as entry level personnel. He has excellent technical knowledge to complement his sales skills.

It is therefore after careful consideration and with great enthusiasm that I recommend Yunis to you. I am very confident that he will be extremely successful in whatever endeavor he pursues.

Please feel free to contact me if I can provide any additional information or assistance.

Sincerely,

Ronald J. Peri
CEO Emeritus

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Peter Morizzo
Chairman Bharatport India Pvt Ltd

- **Chairman** – Bharatport India Pvt Ltd (since 2002)
- **Sr. GM Airports Services** at BWFS (Bird World Wide Services – India)
- **Director Airports Operations** at BFS (Bangkok Flight Services) – Bangkok, Thailand
- **CEO of CAPL** (Cambata Aviation Pvt. Ltd. – Mumbai, India)
- **GM of SWISSAIR** – France
- **GM of SWISSAIR** – India / Nepal / Bangladesh / Bhutan
- **Director of AFS** (Airline Financial Services - India)
- **GM of SWISSAIR** – Nigeria
- **DM of SWISSAIR** – Eastern Province, Saudi Arabia
- **DM of SWISSAIR** – North Rhine-Westphalia, Germany
- **Station Manager SWISSAIR** in Tokio, Japan and Lagos, Nigeria
- Various postings in Marketing and Operations in the USA, Greece, Algeria, Germany.
- Joined SWISSAIR in Geneva in 1966

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John Chapman
Head Of Sales & Business Dev - Sabre

Head Of Sales & Business Development - Asia Pacific
Sabre Airline Solutions
Jul 2015 - Present · 8 yrs 4 mos
Bangkok Metropolitan Area, Thailand

Chief Commercial Officer
Jet Asia Airways
Feb 2014 - Jun 2015 · 1 yr 5 mos
Bangkok Metropolitan Area, Thailand

Vice President Account Mgmt & Sales
Amadeus Asia
Jun 2009 - Feb 2014 · 4 yrs 9 mos

Regional Director IT Sales Asia Pacific
Amadeus
Apr 2007 - Jun 2009 · 2 yrs 3 mos

Responsible for sale of Altea Passenger Service System in Asia Pacific, and sales team for data products, stand-alone solutions and low cost carrier products and distribution...
...see more

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Thank You

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