



**Arabian Connection**

DESTINATION MANAGEMENT COMPANY **SINCE 2006**

## ABOUT US

Arabian Connection Tourism LLC – Your partner in UAE, Oman, Qatar & Bahrain

- Your one stop-shop for everything and anything for your clients.
- 20 years Tourism industry experience in Dubai.
- Strong negotiation power due to close and strong relationship with all five/four and three star beach/city hotels, thus benefiting our agents in winning every bid.
- Good professional relationship with all quality suppliers in the region with competitive rates.
- Strong support from sister companies with up-to 50 luxury coaches, 8 Arabic boats (known as Dhows) of various sizes ranging from 80 to 300 guests capacity and hotel apartments.
- Unmatched expertise, innovative ideas and knowledge of the destination.
- Overseas representation offices: Spain, Latin America, Australia and Russia.

## OUR PROFILE



Arabian Connection Tourism LLC successfully commenced its operation in 2006, as a premium Destination Management Company (DMC) based in Dubai. Arabian Connection strives to take the MICE tourism to unmatched, creative, innovative and personalized level of service and experience. We take care of the whole region - Dubai, Abu Dhabi, Northern Emirates, Oman, Qatar and Bahrain.



We specialize in FIT, leisure groups, Incentives, Conferences, Event Management, Ground handling for luxury cruise passengers, Golf groups, Business Travel, Corporate hospitality, Team building activities, Special Interest groups, VIP Handlings, Ground Handlings.

## Our Mission

Our Roadmap starts with our mission, which is enduring. It declares our purpose as a company and serves as the standard against which we weigh our actions and decisions. To inspire moments of optimism and happiness... To create value and make a difference. Be the best at what we do

## Our Vision

Our vision serves as the framework for our Roadmap and guides every aspect of our business by describing what we need to accomplish in order to continue achieving sustainable, quality growth.

**People:** Be a great place to work where people are inspired to be the best they can be.

**Portfolio:** Bring to our clients a portfolio of quality products as a leading medium sized destination Management Company that anticipate and satisfy people's desires and needs.

**Partners:** Nurture a winning network of customers and suppliers, together we create mutual, enduring value.

**Planet:** Be a responsible citizen that makes a difference by helping build and support sustainable communities.

**Profit:** Maximize long-term return to shareowners while being mindful of our overall responsibilities.

**Productivity:** Be a highly effective, lean and fast-moving organization.

## Our Winning Culture

Our Winning Culture defines the attitudes and behaviours that will be required of us to make our 2020 Vision a reality.

## Live Our Values

Our values serve as a compass for our actions and describe how we behave in the world.

**Leadership:** The courage to shape a better future

**Collaboration:** Leverage collective genius

**Integrity:** Be real

**Accountability:** If it is to be, it's up to me

**Passion:** Committed in heart and mind

**Diversity:** As inclusive as our products we offer

**Quality:** What we do, we do well

## Focus on the Market

Focus on needs of our clients

Get out into the market and listen, observe and learn

Possess a world view

Focus on execution in the marketplace every day

Be insatiably curious

## Work Smart

Act with urgency

Remain responsive to change

Have the courage to change course when needed

Remain constructively discontent

Work efficiently

## Act like Owners

Be accountable for our actions and inactions

Steward system assets and focus on building value

Reward our people for taking risks and finding better ways to solve problems

Learn from our outcomes -- what worked and what didn't

## Be the Brand

Inspire creativity, passion, optimism and fun

## OUR SERVICES

We provide full-fledged DMC service to includes as follows, but not limited to:

- Visa support + hotel bookings for individuals and groups.
- VIP meet and greet inside the airport like Ahlan / Marhaba services
- VIP cars, Limousines, luxury coach transfer services.
- Desert safari, Dhow cruise dinners, City tours & Excursions by land and air.
- Cruise trips, boat trips, fishing trips & diving trips.
- Luxury cruise ship (Passenger handling).
- Tours for VIPs, Helicopter, sea plane tours & transfers etc.
- Event bookings, Restaurant bookings, Gala dinners and Theme dinners with entertainment services.
- Venue bookings, Organizing meetings, conferences with full technical audio visual support & all other technology and PCO support services.
- All programs are tailor made as per the client's requests for FIT and Groups.
- Full ground handling in UAE, Oman, Qatar and Bahrain.



# LEADERSHIP



**Mr. Valentine Almeida - Director**

A veteran in Tourism industry for more than 30 years with a success story for leadership from Thomas Cook (Bombay) to Arabian Connection (Dubai). Founder and Managing Partner of Arabian Connection Tourism LLC, based in Dubai for the last 18 years, treasures a wealth of experience and professional leadership.

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**TLS Iyer- CEO**

TLS or Iyer as fondly known by the travel industry professionals (few know him by his nickname Sharad) has held Senior Management positions in large well established DMC's in UAE, USA and India over the last 30 plus years of his work experience . TLS joined the board of Directors/Management at Arabian Connections effective January,2018 bringing in wealth of his experience to create , plan ,implement and integrate strategic direction as the organization plans its growth in the coming years. A stickler to perfection and also a master in creativity of new products, with excellent relationship with all partners, ensuring we offer our clients the most unique exciting products during their holidays with eye for details to make it a memorable holiday.

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**Mr. Vivian Almeida – Executive Director**

After completing his Masters Degree in Marketing and Advertising in the UK, Vivian decided to join the family business - Arabian Connection in 2009. Initially Vivian took training from then Director of MICE for three years and took over the responsibilities of the MICE Department. Vivian is peoples man as he believes in relationship, so once you know Vivian you will know him for life time. Normally the agents work with Vivian remembers him every time that they plan an event in Dubai and surrounding areas.

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## LEADERSHIP



**Mr. Bonny Lopes – Operation Manager**

After completing Management in Tourism from India, Bonny was inducted from the Tourism School to work in the largest Tour Operator in the world KUONI in their Mumbai office for 4 years in the DMC operations. Bonny decided to join Arabian Connection Dubai in 2008. Client servicing is Bonny's forte. Perfection, hard work and speed are the factors which makes him a leader. Bonny manages the leisure department with a team of 10 in Dubai office. Many Agents remark, Bonny is a very strong family oriented and team leader.

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**Mr. Arnau Pueyo – Sales Manager**

After completing University Degree in Tourism in Spain, Arnau joined a premier Tourism Company- RACC which is a division of Royal Automobile Club in Catalonia Barcelona . After successfully working for three years in RACC, Arnau's urge to work in an International city brought him to Dubai to join Arabian Connection. With his extensive knowledge about U.A.E and Oman and his transparent approach, Arnau gives confidence to the agents and clients. Arnau was leading the Spanish Department in Arabian Connection Dubai office. For five years and now manages Arabian Connection sales for Spanish market based in Madrid

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**Mr. Manuel Alvarez – Sales & Marketing Manager**

After completing University Degree in International Business and a Diploma in Marketing Management from Colombia, Manuel decided to come to Dubai for better prospects. A sincere, hardworking, quiet and urge for details, Manuel gel very well in the Arabian Connection team, taking care of Marketing in the Dubai Office as well as looking after sales for Latin American market.

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## SOME OF OUR CLIENTS



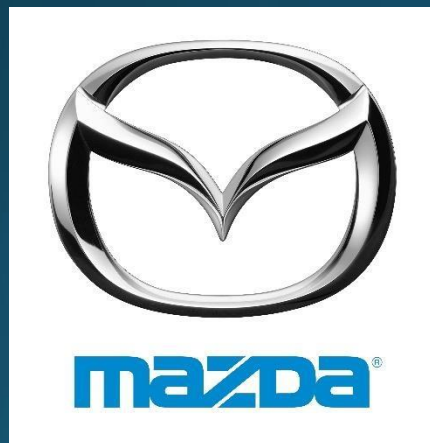
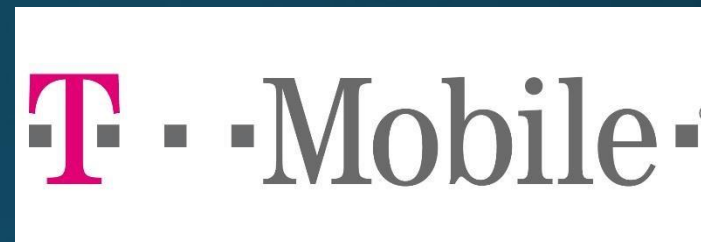
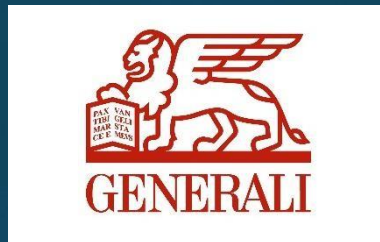
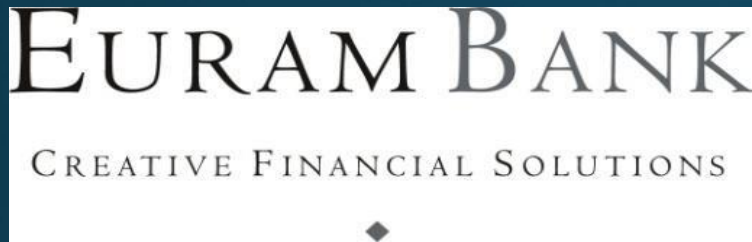
Mercedes-Benz



Volkswagen



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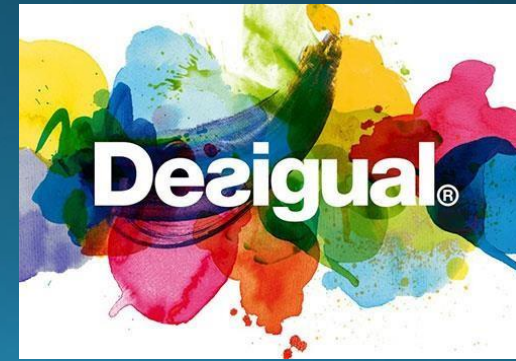


## SOME OF OUR CLIENTS

**PENSONIC**  
*Your Enjoyment*



CARL ZEISS VISION





**contact us**

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