

C U R R I C U L U M V I T A E



# MUHAMMAD TAYYAB

YACHT SALES & MANAGEMENT  
DIRECTOR — ELITE RENTALS

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1,250+ YACHT CHARTERS

\$20M+ BUSINESS GENERATED

2,000+ ELITE CLIENTS

DUBAI, UAE • MEDITERRANEAN (OPERATIONAL)

## — PROFILE

Results-driven luxury yachting professional specializing in Yacht Sales, Charter, and Yacht Management. With experience in delivering 1,250+ successful yacht charters and a strong background in 5-star concierge services at Anantara Hotels & Resorts, I provide end-to-end solutions for high-net-worth clients across Dubai and international markets. Skilled in client relations, deal coordination, and operational management, I ensure seamless execution with discretion, efficiency, and premium service standards. Based in the heart of Dubai, I leverage an extensive global network and a passion for maritime excellence.

1,250+

YACHT CHARTERS

2,000+

ELITE CLIENTS

\$20M+

BUSINESS GENERATED

10+

YEARS EXPERIENCE

## — PROFESSIONAL EXPERIENCE

### ◆ Elite Rentals

2023 – Present

*Director | Yacht Sales, Charter & Management*

DUBAI, UAE

Lead yacht sales, charter, and management services for HNWI clients across Dubai and international markets. Successfully delivered 1,250+ luxury yacht charters with consistent VIP standards. Manage yacht operations including crew coordination, supplier handling, and service delivery. Support yacht sales through buyer qualification, viewings, negotiation, and deal coordination. Oversee refits, upgrades, and operational readiness while ensuring quality and cost control.

### ◆ Elite Rentals

2022 – 2023

*Business Development Manager | Yachts & Luxury Mobility*

DUBAI, UAE

Developed strategic partnerships within Dubai's luxury ecosystem. Collaborated with 5-star hotels to generate consistent client referrals. Built a strong VIP client pipeline through networking and targeted outreach. Improved service performance and increased revenue through strategic planning.

### ◆ Private Concierge (Freelance)

2022

*Private Concierge | HNWI & VIP Services*

DUBAI / EUROPE

Managed A–Z lifestyle services for HNWI clients including travel, yachts, and luxury experiences. Coordinated private jets, villas, chauffeurs, and exclusive experiences. Handled time-sensitive and high-priority requests with discretion and efficiency.

### ◆ Anantara Hotels & Resorts

2015 – 2022

*Concierge Officer | 5-Star Luxury Hospitality*

DUBAI, UAE

Delivered premium concierge services to VIP and VVIP guests. Managed global travel, luxury bookings, and exclusive experiences. Coordinated private aviation, luxury sourcing, and high-end lifestyle services. Recognized for exceptional guest service and attention to detail.

## CORE EXPERTISE

◆ Yacht Sales & Acquisition

◆ Luxury Yacht Charter Management

◆ Yacht Operations & Crew Coordination

◆ Client Relationship Management (HNWI)

◆ VIP Concierge & Lifestyle Services

◆ Negotiation & Deal Coordination

◆ Luxury Experience Planning

◆ Supplier & Vendor Management

◆ Superyacht Brokerage

◆ Strategic Business Development

## KEY PROJECTS

### Luxury Yacht Charter Operations

2022 – Present

#### High-Volume VIP Charter Execution

Successfully delivered over 1,250+ luxury yacht charters for high-net-worth clients, ensuring consistent 5-star service standards, seamless coordination, and high client satisfaction across Dubai and international waters.

### Yacht Sales Support & Deal Coordination

2022 – Present

#### Buyer Handling & Sales Facilitation

Supported yacht sales transactions through structured buyer qualification, yacht viewings, negotiation assistance, and coordination between stakeholders to ensure smooth deal closure. Portfolio includes vessels valued at €4.5M – €9M+.

### VIP Concierge & Lifestyle Management

2015 – 2022

#### HNWI Client Services & Global Planning

Managed end-to-end luxury concierge services including private travel, yacht charters, and exclusive experiences, delivering high-quality service with discretion and efficiency for VIP and VVIP clientele.

## FEATURED IN

### THE NATIONAL NEWS

#### "My Dubai Salary: My Income Went From Dh1,200 as a Hotel Steward to Dh30,000 in Sales"

Muhammad Tayyab spends only 10% of his monthly income and invests the rest in property and cryptocurrency

[thenationalnews.com/business/money/2025/04/08/dubai-uae-salaries-jobs](https://thenationalnews.com/business/money/2025/04/08/dubai-uae-salaries-jobs)

## LANGUAGES

ENGLISH

URDU

ARABIC