

AWAD ZUHAIR & HAMDAN SAMEER

Owners of Mellow Moods Hotels

IN 2016 THE RECONSTRUCTION OF “PÁRISI UDVAR” WAS THE KEY POINT WITH THE DYNAMICALLY DEVELOPING CORPORATE GROUP, BUT OTHER DEVELOPMENT PROJECTS ARE ALSO WELL ON THE WAY.

PROFESSIONAL BACKGROUND:

Sameer Hamdan was managing youth hostels, Zuhair Awad worked for a travel agency, then he was involved in the textile trade.

1996: Foundation of Mellow Moods

2010: Investor Of The Year

2012: Hungarian Gold Cross of Merit

2015: Pro Turismo Prize

THEY ARE
AMONG THE TOP
50 PERSONS OF THE
YEAR FOR THE
FOURTH TIME

Mellow Moods closed a profitable year, so Awad Zuhair and Hamdan Sameer, the dynamic and charismatic duo of the hotel industry can concentrate on the next big project, “Párisi Udvar”.

As they proudly put it, they intend to make the iconic property the second most beautiful and valuable building of Budapest, right after the Parliament, as it is rich in precious National Heritage treasures. So far it has been a difficult project, as the reconstruction seems to be more time consuming and more expensive than expected. Costs are already at EUR 4 million, the total budget of investment might be EUR 35 million instead of the planned EUR 30 million. The new gem of Budapest is likely to welcome guests from the spring of 2018. The five-star complex of 108 rooms is going to create 120 jobs.

They are also proud of the Lebanese restaurant Baalbek they opened at the end of 2015 in Hotel Buddha Bar. Due to its authentic flavours and atmosphere, the restaurant is very popular. By the end of 2016 the centralization of the company and several types of supporting software development were completed, so they are ready to open 4-5 more hotels.

The first plan is ready: A 2300 square metre property was purchased in the VI. district.

It can be reached through a pedestrian crossing from Király Street. The construction of a superior four-star business hotel of two wings and 220 rooms will commence by the end of this year. There will be an underground garage with 160 spaces, conference rooms will be located on the top floor of one wing, fitness-wellness facilities will be available on the top floor of the other wing. A passage will connect the two wings, and there is a plan for 5 or 6 restaurants on the ground floor. Opening is expected in 2019. The hotel group employs more than 500 people already, they manage 12 hotels currently and the number of guest per night equals the population of a small town. Net revenue had an increase of 15% in 2016, and structural changes started in 2015 seem to be profitable. Mellow Mood Academy is a continuing project aimed to solve the problem of labour shortage related to the hotel industry. At the end of the course, young and talented candidates were offered managerial positions within the hotel group. The academy is going to welcome foreign students in the future, and there are also negotiations with a university about a cooperation to develop the course to a six-month term of accredited training. Other than hotel management, Mellow Moods Hotels also deals with selling and renting properties. They operate an Info point network of 8 offices, where Budapest entertainment programs and currency exchange are provided.

HAMDAN SAMEER was born in 1964 in Kuwait • Family: Father of two • Original profession: economist
First workplace: a youth hostel • He has been in his present position since 1996



“It is very important to be dedicated to our job and be optimistic and enthusiastic about it.”

The number of Info points will be increased to 15 by 2017.

According to Mr. Hamdan and Mr. Awad Budapest has improved a lot and tourism is on the rise, but there are important steps to be taken, for example the issues of a congress centre, infrastructure of the airport and VAT reduction must be dealt with.

They support the Budapest bid for the 2024 Summer Olympics whole-heartedly.

Awad Zuhair and Hamdan Sameer are real businessmen, tough but fair business partners, strict and consistent managers at the same time.

Although they shoulder huge responsibility, they are cheerful, optimistic, and ready to meet new challenges all the time.

In his private life, Sameer likes to travel, read and watch movies, while Zuhair loves to visit spas and thermal baths. His favourites are Széchenyi Bath and Hévíz.

HAMDAN SAMEER

WHICH LOCATION(S) WOULD YOU LIKE TO VISIT THE MOST?

Cape Town in South Africa, and Brazil.

HOW DO YOU KEEP FIT?

I walk a lot and do sports. I rarely use my car in the city.

WHAT WAS YOUR BEST CULTURAL EXPERIENCE IN 2016?

Watching Mamma Mia in London.

AWAD ZUHAIR

I was lucky enough to visit all the places I wanted to see.

I think Asia will be my next destination.

I try to be joyful and cheerful all the time.

Leonard Cohen's concert in Monte Carlo.

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AWAD ZUHAIR was born in 1969 in Zarqua (Jordan) • Family: Married, father of three • Original profession: dental technician
First workplace: "Misszió" Travel Agency • He has been in his present position since 1996