

An aerial night photograph of Dubai, United Arab Emirates. The Burj Khalifa is the central focus, illuminated in blue and white, reaching into a dark sky. The surrounding city is a dense collection of skyscrapers and residential buildings, many of which are lit up with warm yellow and orange lights. In the foreground, a large, curved, illuminated fountain or plaza area is visible, surrounded by more buildings and roads. The overall scene is a vibrant display of modern urban architecture and lighting.

KAZACONSULTANCY

Middle East Hospitality Experts

About Us

KazaConsultancy is your hospitality expert in the Middle East

We will help you understand the local and regional market, and identify opportunities for you to grow your business faster and enable it to work smarter.

KazaConsultancy provides expertise and advice from experienced professionals in the hospitality sector to **manufacturers and suppliers** who wish to launch or grow their business operations in the Middle East.

Through analyzing, evaluating, coaching and consulting, KazaConsultancy will help you create opportunities for your business and will provide you with a structured approach to make things happen, as well as providing you with the resources and tools **to develop your business strategy.**

With fifteen years of experience in the Gulf Region, our team has worked with many of the leading operators, from international corporations, to individual, small and medium sized entities.

We will facilitate your entry into one of the most dynamic and attractive markets for hotels projects, restaurants, cafés, leisure & lifestyle venues, spas, malls and shopping centers, and travel.

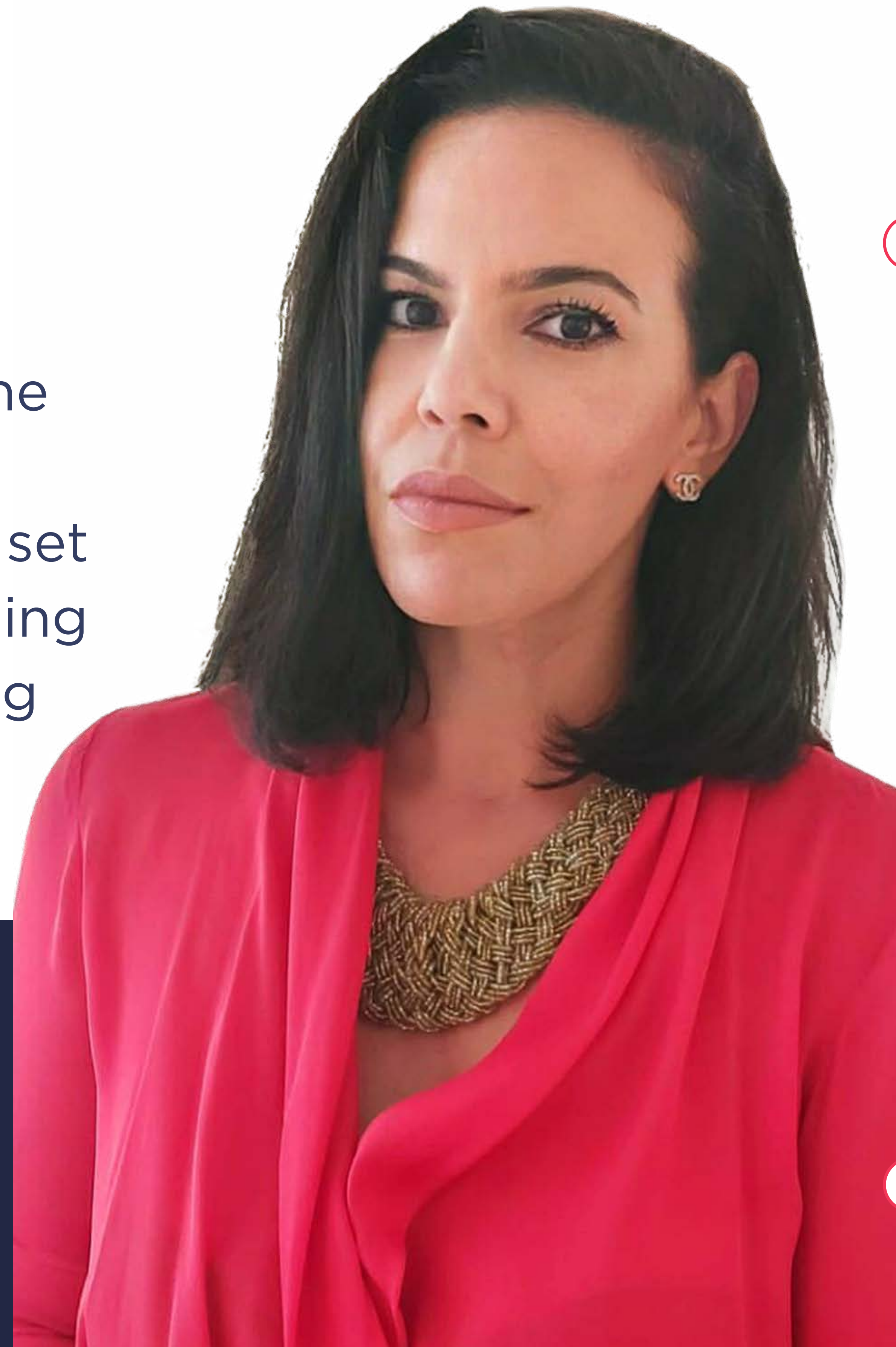
The Founder

KazaConsultancy, created by Sonia Zaknounge.

With over 15 years of proven success in the global hospitality industry, Sonia is now following her enthusiasm and strong skill set to help the success of others by establishing clear strategies and support in introducing their products into GCC markets.

MOTTO

// Don't wait for clients
to come to you! //



A naturally passionate and driven professional, Sonia continually drives the 'top line' business of all her clients and is zealous about exceeding expectations within client service and creating a culture of efficiency and excellence in all she does. And it shows!

Since arriving in the UAE from Paris in 2005, Sonia has worked with Emaar, Nespresso UAE and similar organizations and has been instantly able to bring quantifiable achievements in the B2B markets. During this time, Sonia established key relationships with well-known hotel groups, hotel regional offices, group holding companies, group restaurant holding organizations and franchises, procurement companies, consultants, contractors, architects and interior design firms, as well as substantial connections in the supply chain space across the GCC region.

A solid mix of passion, industry contacts and expertise, Sonia settles for nothing but top line success in all she does, including your business.

Our Vision and Mission



Our Vision

To be the Middle East's leading consultant providing strategic support for growth and markets penetration to **manufacturers and suppliers** into the **hospitality sector**.

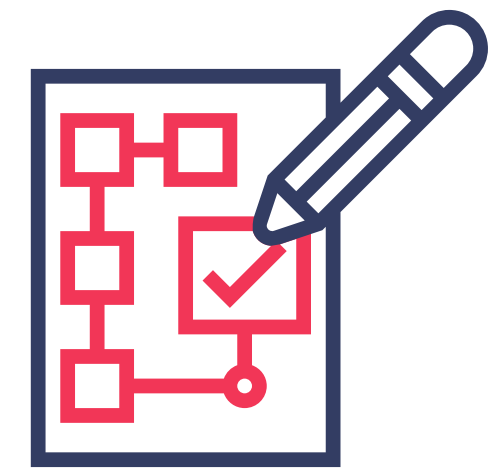


Our Mission

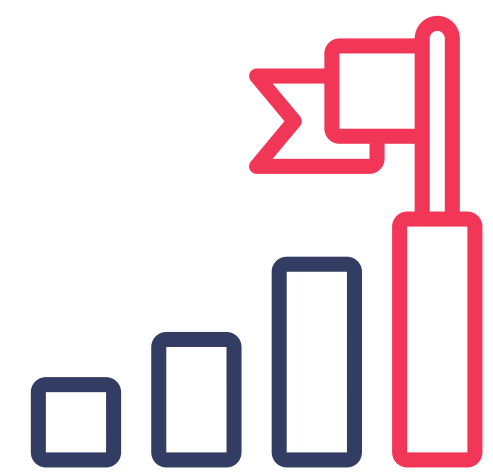
To make the B2B world more human.
To provide **manufacturers and suppliers** with realistic and executable recommendations to help them make the best decisions for the successful growth of their business and its expansion **in the Middle East**.



Our Goals and Objectives



Assessing manufacturers' and suppliers' opportunities to penetrate the hospitality sector in the Middle East.



Developing winning strategy for growth in the Middle East.



Improving the performance of your existing operations in the Middle East.

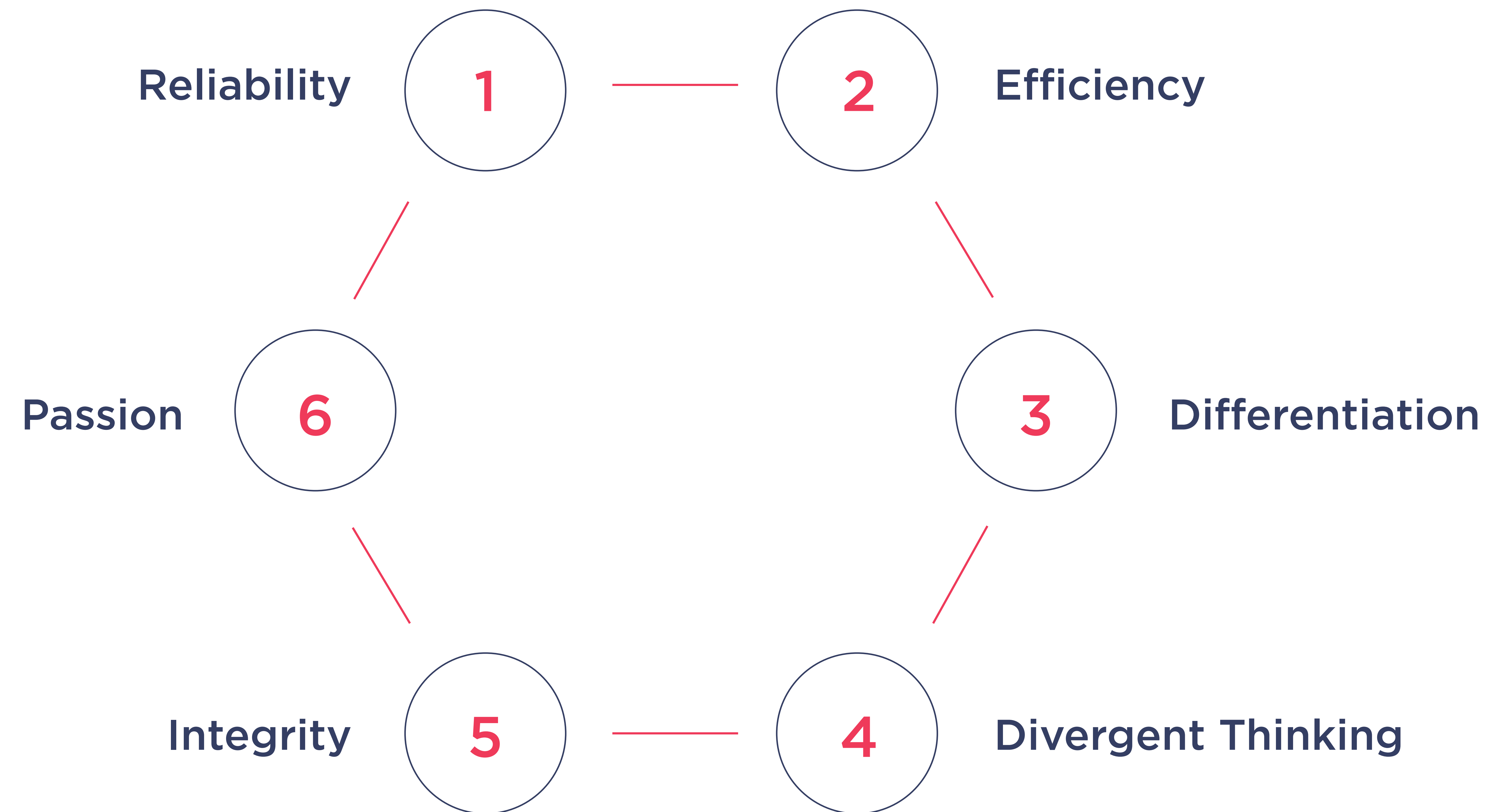


Developing your network.

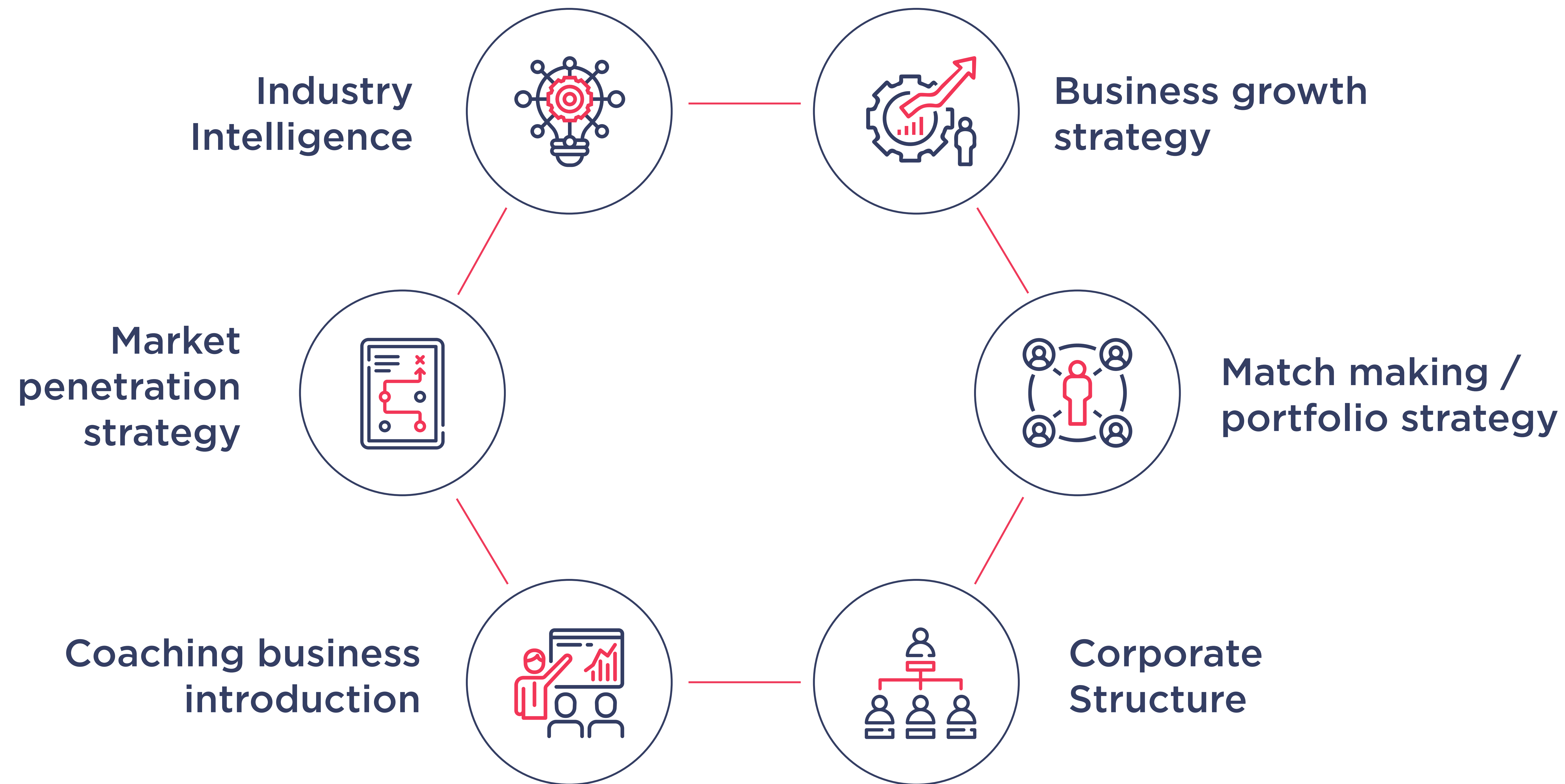


Gaining business via our network and introductory work.

Core Values



Our Services



Our Solutions



Understanding

The Analytic Phase:

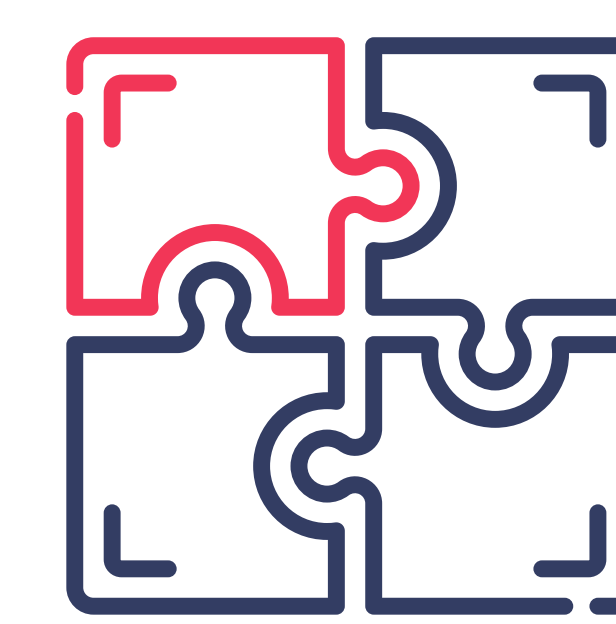
To understand clients situations, needs, characteristics, potential and challenges.



Designing

The Strategic Phase:

To define the business market strategy for market penetration and growth and to build an action plan to help the business become more successful.



Implementing

The Executing Phase:

To apply the changes to achieve winning results.

// Don't wait for clients to come to you! //

Our Market

GCC: Gulf Corporation Countries



Bahrain



Qatar



Kuwait



Saudi Arabia



Oman



United Arab Emirates



Our Network



Client Testimonials

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Our sales have increased dramatically from the moment we worked with KazaConsultancy.

The base was to reposition and adjust our brand to the Middle Eastern trends; which were so different than in France. After UAE, we are excited to now getting our 1st projects in Kuwait.

//

Macadam

Carol Ducay, Founder

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I have decided to write this recommendation for KazaConsultancy, after their highly professional and efficient approach.

Sonia and her team have consistently supported our activity by sourcing and supplying goods with high standards and quality.

Thank you Sonia for your support!

//

Maisons Pariente

Guy Bertaud, MD

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I will say it in the simplest way: our dream was to sell our linen to the Middle East.

After years of unsuccessful trips, meetings, and exhibitions; I have met with Sonia and we went from zero presence to have our products in the most exciting projects in the Middle East... UAE, Qatar, Oman.

KazaConsultancy helped us build a reputation.

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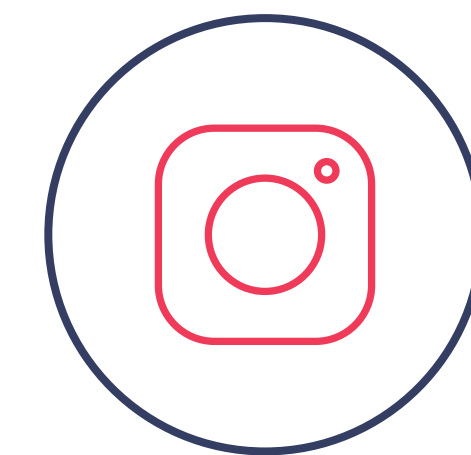
Eurtex

Joan Couendrech, CEO

Let's Connect



Facebook: **kazaconsultancy**



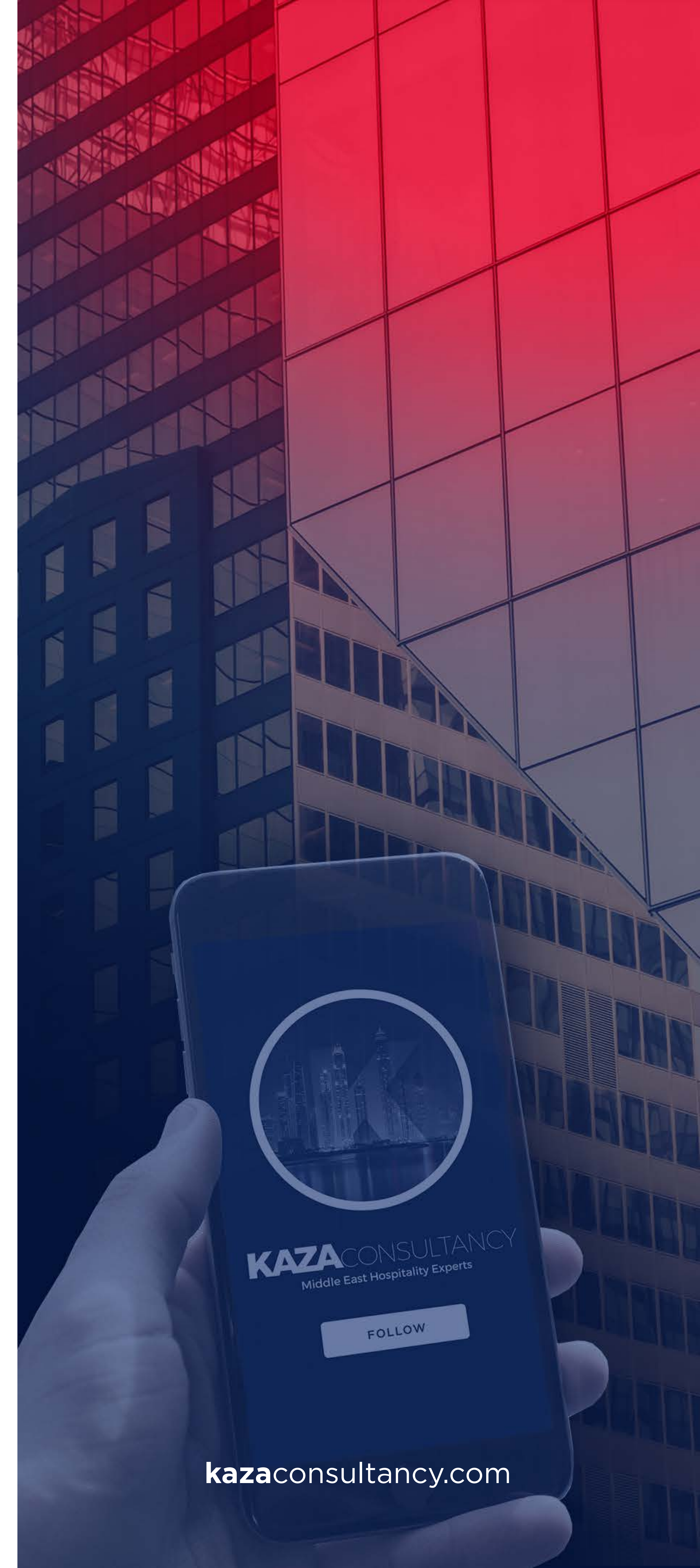
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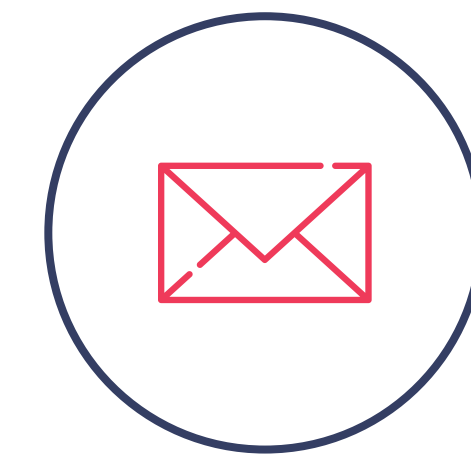
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An aerial night view of the Dubai skyline, featuring the Burj Khalifa as the central focal point. The city is illuminated with warm yellow and orange lights, contrasting with the dark blue night sky. The Burj Khalifa is lit with a blue and white gradient. The surrounding cityscape includes various high-rise buildings and a winding road in the foreground.

Thank You!

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