

## New real estate project launched

OUR CORRESPONDENT - The latest real estate development here in Oman, The Malkai, which is a US\$250mn project operated by General Hotel Management (GHM) and developed by Al Maeen Real Estate Services, was officially launched on April 14 at The Chedi Muscat. Pankaj Khimji, key partner in the project, claimed that the development would not only set a new benchmark for luxury living in Oman, but also the rest of the world. He added that The Malkai, which comprises 101 four bedroom villas and 92 two bedroom suites, is unique in the fact that the units would be sold fully furnished. "This is the only



way to sell luxury," he added. The development would also feature a boutique hotel with 41 luxury suites, a fully serviced spa enclosed in a walled water garden and the sultanate's first ever nine hole golf course designed by Gary Player Design. "Tourism is extremely

important in this part of the world and golf is a catalyst for travel," Gary explained.

Architect Reda Amalou from AW2 Paris, who was also present at the launch, informed that The Malkai would create a lifestyle rather than a community. Also, the architecture incorporates modern and traditional styles. "I think we achieved this with The Malkai as the architecture is deeply rooted in Arabian tradition, but reworked in a modern way," Reda said. At the launch, Alex Upson, partner of international sales, Cluttons, said that only nine properties would be available initially, with more made available later.

## Debt collection training for OHB

Al Watania Consultants, in cooperation with Oman Housing Bank (OHB), organised an interactive training course on debt collection for their employees recently, a press release informed. The course was aimed at improving their understanding of debt collection matters, guide the participants on how to assess and deal with certain situations and

help them apply the right approach to achieve their given task. The course focused mainly on collection strategy, process and procedures and measuring delinquency. It was attended by 17 employees who represented different units of the bank but all requiring to be well informed about debt collection.

The four day course was held

in March on the premises of Al Watania Consultants in Shatti Qurm and was conducted by reputed Omani trainer Iqbal Yusuf al Balushi, who has 15 years of experience in the field. Iqbal is a certified trainer approved by the HRD Academy in the UK and a certified member of the Guild of Industrial, Commercial and Institutional Accountants, Canada.

## Ziad al Haremi passes away



Ziad Karim al Haremi, CEO of Oman Air, who led the redevelopment of the airline into the only carrier of the sultanate, died an untimely death earlier this month. Haremi oversaw the reinstatement of long-haul services, a fleet renewal programme and a change of image for the airline. An Omani national with 24 years of experience in the airline industry, he joined Oman Air in 2001 in the position of senior manager sales and then climbed the ladder to become the airline's CEO. In his earlier tenure with Gulf Air, 1994-2001, he held senior positions including that of regional sales manager, Asia and Australia.

A spokeswoman for Oman Air said Haremi fell ill suddenly and died on the morning of April 9. She said he had been on duty, as usual, just the day before. Although he started his career in the aviation industry in 1984 as a trainee engineer with Oman Aviation Services, he left in 1986 to join the family business, which he turned into a profitable entity, before going back to aviation in 1994. A member of the board of directors of Muscat Duty Free, he was an appointed member in the executive committee of the Arab Air Carriers Organisation. He was well known and a much respected figure in senior government circles in Oman as well as in the flying industry. Haremi had a proven track record in innovative sales and business development, network expansion and systems implementation. In 1984, he graduated in aviation technology with a degree from the Embry Riddle Aeronautical University, US. Haremi also had a private flying licence, which gave him an insight into the operational and technical aspects of the airline business.

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