

**Address: H. No. – 14/440, DDA
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CJ Rahul

Objective: An accomplished sales strategist with an apt for enterprise client and account management, who excels in challenging, fast paced environments where my performance directly impacts the company revenue. With 11+ years of work experience. I am currently seeking new opportunities to continue to uphold strong sales and account management standards

Career Contour

Organization : Smaaash Entertainment Pvt Ltd, Delhi NCR

Designation : Corporate Sales Manager – Proactive | Dec 2021 – till date |

Summary of Key Responsibilities

- Selling corporate packages to Corporates in Proactive manner.
- Business Development and revenue generation from existing and new accounts.
- To handle incoming Sales enquiries for group / party bookings, including Walk-ins, Phone, Online queries
- To handle sales enquiries effectively and convert leads into business ·
- To proactively approach prospects and pitch for parties, etc. to generate leads ·
- To ensure strong inter-departmental coordination and communication for smooth execution of events ·
- To proactively utilize resources including databases, referrals and visit clients for generating proactive business ·
- To watch and monitor the performance of the Sales Team.
- To carry out duties as may be reasonably assigned by GM Revenue.

Organization : Courtyard by Marriott,Gurgaon

Designation : Assistant Sales Manager |Jan 19 – Dec 20|

Summary of Key Responsibilities

- Responsible for Corporate & B 2 B Sales.

- Generating Business and focus on the regular Corporate & Existing Clients.
- Giving Presentations and Fixing Meetings with Corporate clients.
- Achieve Sales Targets.
- Manage strong internal team relationships.
- Bring in new leads, find out new sources that can bring in the Event business. Inclusive of targeting corporates, Event management companies.
- Support the sales team in generating and handling event related queries.
- Drive the event business aggressively and ensure achievement of target each month.
- Pitch the product according to the requirement.

Organization : Pllazio Hotel, Gurgaon

Designation : Assistant Sales Manager | May 18 – Jan 19 |

Summary of Key Responsibilities

- Responsible to implement all sales activities and maximize business opportunities in your specific area of responsibility.
- The role involves implementing and executing all sales action plans in coordination with the Director of Sales and will include key responsibilities.
- Generate and maintain customers of the corporate segment through various sales activities like face to face sales calls, telephone calls, entertainment, etc.
- Implement and execute all sales objectives and action plans to reach and exceed set targets.
- Establish parameters, quotes and negotiate corporate contracts with bookers for transient and group business in connection with respective properties.
- Establish and maintain files of major accounts and assist in maintaining the accounts management system.
- Maintain close communication with the events management team in the negotiation process of their account

Organization : Hilton Garden Inn, New Delhi

Designation : Assistant Sales Manager – Mar 17 – Dec 17

Summary of Key Responsibilities:

- Implementing strategies to develop accounts and to gain larger share for all the India hotels.
- Maintain relationship with the existing clients and key decision makers.
- Database profiling, Identifying prospective clients and travelers, Generating business from the existing clients, thereby achieving business targets
- Generation of FIT, Long stay & catering/events business with key focus on the primary catchment area and the travel agents.
- Managing sales operations for achieving increased growth and profitability; and initiating market penetration techniques.
- Responsible for providing all necessary information to help clients to make decision regarding room requirement and special events.

- Constant research on current market trends and competition activities.

Organization : Lemon Tree Hotels, New Delhi (RSO)

Designation : Assistant Sales Manager | Dec 15 – Jul 16|

Summary of Key Responsibilities:

- Ensuring monthly, quarterly and yearly annual revenue goals are achieved/exceeded in the location.
- Identifying new customer opportunities and responsible for business development in the region.
- Responsible for converting given leads into business.
- Selling all facets of the hotel and handling key accounts effectively in the location. Ensuring timely payments from the clients.
- Responsible for cross tie ups and revenue augmentation

Organization : The Grand New Delhi

Designation : Management Trainee / Sales Executive |May 13 – Nov15|

Summary of Key Responsibilities:

- Looking after PSU's in Delhi/NCR
- Looked after Grand Rewards (loyalty program designed to recognize and reward our Corporate Travel Planners). after their enrolment, Motivating them to bring business, Redemption process etc.
- Help develop and implement guest Recognition programs.
- Maintains outstanding delivery of guest delight. Practices and promotes effective and timely recovery of guest complaint situations.
- Maintains strong relationship and goodwill with regular guests and local patrons.
- Updates the membership on a monthly basis, reflecting the numbers of active members.
- Observes and highlights service areas, which can be improved to maximize guests' value for money.
- Reviews minimum requirement on a monthly basis.
- Ensures to maintain and deliver consistent service standards.
- Reviews and improves existing procedures and practices.
- Utilizes resources such as Guest Service Team and Process Mapping to achieve productivity improvement.
- Maintains a high level of productivity and cost efficiency based on budget and forecast.
- Utilizes technology to maximize business solution and opportunities.
- To develop potential member database, from existing corporate clients, area corporations and areas' residents.
- To maintain an acceptable quantity of sales calls to obtain projected membership sales based on past success rate

Organization : Nirula's, New Delhi

Designation : Shift Manager – Feb 10 – Apr 13

Summary of Key Responsibilities:

- Receiving and checking all items received to see that they are of correct measures and quality.
- Maintaining daily accounts and seeing that all raw materials and finished goods are stored properly in a clean and hygienic manner.
- Organization of kitchen operation and responsible for all food service and preparation controlling food wastage and spoilage and ensuring that food and beverage cost is kept to the bare minimum.
- To be responsible for quality and quantity control of all items sold.
- Checking all facilities and equipment physically and seeing that they are maintained at proper standards through proper preventive maintenance.
- Maintaining regular records of all equipment including crockery cutlery, glassware, service ware, kitchenware etc and minimizing loss due to breakage and theft and take daily inventory of all items.
- Making a list of spoilage/damaged food and beverage, its mode of disposal and sending the list daily to F&B Control dept.
- Making record of daily consumption of important food items and analyzing against actual sales to check for shortage.
- Taking monthly inventory of all food and beverage items and stock in hand.
- Ordering of raw materials and finished goods for the production and sales area.
- To keep continuous check to ensure that all raw materials stock in hand and beverage production area in service areas conform to minimum requirements as laid down under the Prevention of Food Adulteration Act 1954.
- To recommend/sanction leave to staff working under him.
- To exercise proper control over the staff and keep a check on their daily attendance, unauthorized absenteeism etc.
- Any other work, which may be assigned from time to time

Education

- Graduate Diploma in (H&T) – Hospitality & Tourism Management, Jagannath Institute of Management Sciences (2006-2009).
- B.Sc. in Hospitality & Tourism – Sikkim Manipal University (2006-2009).
- 10+2 – C.B.S.E board (Daisy Dales Sr. Sec. School- 2006).
- 10th - C.B.S.E board (Lal Bahadur Shastri Sr. Sec. School- 2003).

Personal

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| Father's Name | Mr. CR Jayanathan |
| Sex | Male |
| Date of Birth | 24th August 1987 |
| Languages Known | Hindi, English, Malayalam |
| References | Available on request |