

PAWAN SINGH



CONTACT

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📅 30-05-1999

OBJECTIVE

To seek an opportunity where I could utilize my skills and experience for growth and development of Organization and Individual .

SKILLS

- Sales Management with handling team and prospecting clients ;lead generation and closing.
- Guest Relation making & Satisfaction
- efficient communication channel .

REFERENCE

- **Mr. Mohammad Ashique - Operation Manager**
Grand Continental (Unit of Bir Hotel Pvt. Ltd.)
7839319403

EXPERIENCE

Grand Continental (Unit of Bir Hotel Pvt. Ltd.) January 2024 - Present
Sales Manager
Dealing with corporates /Travel Agents/ /Fits and Groups for Rooms & FnB Event Sales . Responsible for Upselling and making repeat business through our client acquisition

HARP Resort/ Sanda Hotels (Baywatch Resort,Goa) Regional Sales Office New Delhi ,India February 2023 - Jan 2024
Sales Manager
Sales Management , Specialised for Room Sales ,connect with Travel Agents ,tour operators ,Corporates and social guests FITs/ groups & corporate / Banquet/ conference for Business requirements, Sales Operation ,proficient in handling Sales Team & Performance.

Aakash Educational Services Pvt Ltd . December 2021 - November 2022
Business Development Manager
Looking after team of executives and associate and involve in closing up the deal with the schools administration .
B2B Sales management

Whitehat Jr. October 2020 - October 2021
Sales Manager
Handling sales team ,making prospect ,leads funnel and closure,counselling & upselling.

Marriott International February 2020 - September 2020
Sales and service Associate
Looking after the reservations sales ,Bonvoy membership and Elite Clients and Corporates .

IHCL (Taj Exotica Resort & Spa,Goa) November 2017 - April 2018
Internship
Did Internship in all the core department and also did in to Sales & Marketing as additional .

EDUCATION

IHM Gwalior 2019
Bsc.Hospitality And Hotel Administration
64

Central Academy ,Jhusi ,Prayagraj 2016
Senior Secondary
63

NRSJPS, Jhusi ,Prayagraj 2014
HighSchool
79

PROJECTS

Corporates/ FITs/MICE Membership
Handled Special Corporates/ FITs. Membership involvement for Business generation in Marriott International.