

CURRICULUM VITAE



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Career Objective:

To deliver friendly, efficient customer service and to create a warm and welcoming atmosphere for all of our guests. To supervise, train and motivate others, with the key aim of retaining and attracting new customers.

Work Experience:

(A) Worked as a **Sales & Marketing Manager** in **Marigold Banquets and conventions, Pune** from Aug 2019 to Sep 2020. Marigold in Pune is the most prestigious and elegant address with stunning banquets and open lawns accommodating every kind of celebration. The peaceful and serene ambience is aesthetically designed to give luxury & comfort.

Job Specifications:

- Responsible for Corporate and Travel Agent Room Sales for the Fabhotels.
- Clear understanding of the hotels business strategies then set goals and to determine action plans to meet those goals.
- Update action plans and financial objectives quarterly.
- Identify new markets and business opportunities and increase sales.
- Representing Marigold in various events and exhibition.
- Implement all sales action plans related to my market areas as outlined in the marketing plan.
- Conduct daily sales calls and arrange site inspection trips to hotels by corporate clients.
- Able to provide Quick and timely responses, immediate communication to the properties, develop professional long term business relationships.
- Provide the highest quality of service to the customer at all times.
- Participates in sales calls with members of sales team to acquire new business and/or close on business.
- Able to support hotels service and relationship strategy, driving customer loyalty by delivering service excellence throughout each customer experience.
- Developing strong relationship with on property front office team to ensure working in unity and always striving to achieve the same goals.
- Assess additional training needs based on data gathered and interaction with sales team from property visits.

- Targeting key accounts potential for the company.
- Develops relationships within community to strengthen and expand customer base for sales opportunities.
- Acquiring and developing new business accounts and preparing sales proposals for clients.
- Closely following up on all business leads within a 24 hour response time line to clients.

(B) Working as a Corporate Sales Manager in FabHotels, Pune from Nov 2018 to July 2019. FabHotels is India's largest & most preferred economy hotels chain. Present across 50+ cities with 550+ hotels, we manage ~20000 rooms which are exclusive, branded & standardized and guarantee the most value-for-money hotel stays to employees traveling for work. We're rated best-in-class in terms of guest experience and already work with 300+ leading corporates like EY, HCL, Ericsson, Mahindra, Pepsi and TMCs like IHS-Yatra, CSR, FCM, Hummingbird, Kuoni-SOTC, Uniglobe & many more.

(C) Worked as a Sales & Marketing Manager in Orritel Hotel and Service Apartments, Pune from March 2016 to Nov 2018. Hotel is situated in Hinjawadi (Pune IT Hub). It has 72 rooms, a restaurants and a Lounge Bar, hotel has also banqueting facility of 50 to 500 Guest.

(D) Worked as a Hotel Manager in Hotel Ambience Excellency, Pune from June 2012 to Dec 2015. Hotel is situated in Wakad (Pune), near to Pune IT Hub (Hinjawadi). It has 39 rooms, a Restaurants (Namah) and a coffee shop (Graffiti), hotel has also banqueting facility of 50 to 300 Guest.

(E) Worked as a Restaurant Manager in Hotel Kohinoor Elite Kurla Mumbai from Dec 2010 to May 2012 as a preopening team.

(F) Worked as a Restaurant Manager in Hotel Imperial palace Andheri Mumbai from Sep 2009 to October 2010.

(G) Worked as a Senior Captain in The Regale, Mumbai from August 2008 to July 2009. A 4* Hotel.

(H) Worked at "PARK PLAZA ROYAL PALMS, Mumbai as CAPTAIN.
from JUNE 2005 to JULY 2008. A five star hotel having 223 rooms 3 restaurant and 7 banquet hall. **"Worked in fountain Café" – Coffee Shop"**

(I) Completed six months industrial training from SEA PRINCES HOTEL MUMBAI.

MISCELLANEOUS SKILLS AND KNOWLEDGE:

- Got appreciation letter from hotel Park Plaza Royal Palms for Best Employee
- Skilled in industrial software **I.D.S (P.M.S).**
- Well versed with Microsoft windows, word and excel.
- Organized various theme parties and events.

PERSONAL ABILITIES:

- Can adapt to work pressure and put in long duty hours.
- Abilities to pick up the nature of the job required.
- Take orders and execute them as direct by seniors.
- Ensure to do any kind of assignments to the best of ability.
- Always and readily lend a helping hand to co staff.
- Strongly believe in team work.
- Like to keep a polite and charming atmosphere on job.

Educational Qualifications:

- Completed 3 years' Bachelors of Science in Hotel Management from **INSTITUTE OF HOTEL MANAGEMENT CATERING TECHNOLOGY AND APPLIED NUTRITION Bhubaneswar (ORISSA)** in May 2005
- Passed higher secondary certificate in year 2000 from B.I.E.C. PATNA, India
- Completed SSC (Matriculation) from B.S.E.B. PATNA, in 1998

Personal Details:

Date of Birth : 22nd April, 1983
Nationality : Indian
Marital Status : Married
Languages Known : English, Hindi & working knowledge of Marathi
Hobby : Listening to music and internet surfing.
Present address : Flat No: 105, sant krupa building, survey no:253, Plot no: 5, Near mankar Chowk, Kasphate Wasti, Wakad, **Pune-411057**

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