***Brief Profile***

**Current –** Freelance consultancy

**Last Employer** – Ka Hospitality Pvt Ltd

**Period** – Sep 2011 to April 2015

**Designation** – Vice President, Operations

**Industry** – Hospitality

**Base** - Mumbai

**Total Experience** – 24 years

**Key skills** :

Operations, Projects, Materials and Costs, Vendor Management, Process Optimisation

**Senior Level Operations, Pre-Opening and Procurement Specialist (hospitality)**

Summary

An Operations, Procurement and Pre-opening Specialized professional with over 24 years of experience in leading 5 star hotels and Michelin Starred Restaurant chains in India, Nepal and Kenya.

Specialties

Operations, P&L responsibility, Marketing, PR, SCM, Budgeting and Score card analysis, Negotiation, Vendor development and management, Inventory control, Cost control, Administration, Preopening and Project handling

Recruitment, Driving Training, Setting up KRA and KPI, Standardisation of Operations, Process standardization, Budgeting and controlling of running operations. Responsible for HKP, Maintenance, AMC upkeep, Employee policies development, Licensing through appointed agencies, Employee welfare.

Skill sets

1. **Operations** – In charge of complete operations of all Hakkasan and Yauatcha restaurants in India. Ensuring compliance to processes and systems, profitability, staff welfare, legal compliance, guest satisfaction, marketing and PR. Head and organizational strength of 700 employees, reporting to Executive Director.
2. **Preopening –** Project purchases: coordination with project team, establishment of procurement systems, establishing vendor database and implementing purchase and stores software**.**
3. **Project Coordination-** Including appointment of designers and consultants, liaison with them and drive the pre-project activities.
4. **Operationalization –** Monitoring all procurement, IT, HR, logistics, Accounting and Finance, Projects, liaison and other activities to converge to a successful opening of restaurants. In complete charge of the property pre-opening and handover to operations.
5. **Business Development –** Sourcing and feasibility study of new properties with a view to open restaurants on a pan-India scale. Includes demography study, competition analysis, financial feasibility and planning.
6. **Vendor Development-** Sourcing and Negotiation of all materials required for the unit and for other related units: for food, beverage, Engineering and maintenance, project items etc. Vendor Development/vendor satisfaction & rating, development of alternative / low cost materials.
7. **Complete inventory management** - storing, material movement, re-ordering levels, par stock management, control of stocks etc.
8. **Maintenance contracting and service contracting**.
9. **Logistics:** Planning movement of materials and ensuring proper inventory and storage. Liaison with transporters. Supply chain management.
10. **Tenders** - Development of contractors and floating of tenders. Finalization of contracts with a view to cost control. Assist in negotiating AMC / ARA with contractors.

* **Import** Procedures and liaison with customs officials. Liaison with CHAs and C&F agents.

1. Independent control of all **administrative functions** pertaining to the department, including office management.
2. Preparation of **budgets** and ensuring adherence thereto.

* **Monitoring of Energy wastage and systems of conservation** to reduce overheads**.** Handling circulation, consumption, and Discard/Scrap (Capex /Non Capex Items)Disposing Hazardous material and Garbage. Dealing with Local pollution Dept.
* Market Surveys and Quality Checks
* Training, motivating and managing a team.
* Ensuring compliance to Standards/ documentation for – ISO 14001, ISO 18001 ( OHSAS) & ISO 22000

Work Experience

**Vice President –Operations**

**Ka Hospitality Pvt Ltd. ( A Badasaab Group Company )**

**September 2011 till April 2015**

Handling the Operations of the Franchise Brands, comprising of 5 restaurants with an annual turnover of 70 crores and a total staff strength of over 600 employees in multiple locations. Responsible for P&L and for representing the brand in India.

**Joined the company as Asst. Vice President – Procurement in September 2011** and was rapidly promoted to **Vice President – New Ventures in February 2013**.

Initially head of procurement for the Group , holding the sole franchise in the world class Restaurants - Hakkasan / Yauatcha and its own brand Otto Infinito . Group business includes dealing with imported readymade garments(Brioni , Naracamicie ), Real estate and Corporate Uniforms.

Later , as VP- New Ventures, Successfully launched 3 more Michelin starred restaurants and 3 mid format restaurants in Mumbai and Bangalore since taking over ( Yauatcha Bangalore, Yauatcha Delhi and Yauatcha Kolkata, Tiffinboxetc in Mumbai and Bangalore, Café Infinito in Bangalore) ; Revamped and launched Otto Infinito in Mumbai as Café Infinito. Lauded for timely execution and complete operationalization of the complicated projects.

Responsible for core operations as operations head, having turned around Hakkasan revenues from 35 lakhs to over 65 lakhs within one year and Yauatcha Mumbai from 1.4 crores to consistent performance over 1.9 crores per month. EBITDA of the company changed from minus 7 lakhs to plus 35 lakhs in the period April 14 to Feb 15.

Won the Times awards for the restaurants Yauatcha Mumbai, Yauatcha Kolkata and Yauatcha Delhi for the year 2015.

**Regional Materials Manager**

[**Taj Hotels Resorts and Palaces**](http://in.linkedin.com/company/taj-hotels-resorts-and-palaces?trk=ppro_cprof)

**August 2008 – September 2011** (3 years 2 months)  India

Regional procurement head looking after the procurement of 5 hotels in the region

Joined as Materials Manager ,Taj Bengal Kolkata, Promoted in April 2010 to regional head.

**Head of Materials - Kenya operations**

**Unicorn International Management Co Ltd**

**August 2005 – May 2008** (2 years 10 months)

Handling the entire procurement for two 1000 acres + rose farms plus a 5 star deluxe hotel in Mombasa - operating from the Nairobi Corporate office ,reportingto the CEO

**Director of Materials**

**Radisson White Sands Resort , Goa**

**2003 – 2005** (2 years)

Headed the Materials function with a focus on inventory and cost management. Involved with expansion projects and renovation

**Materials Manager – Preopening and Operations**

**Park Hyatt Goa Resort and Spa**

**2001 – 2003** (2 years)

Pre-opening and post opening head of Materials. Set up the materials function

**Materials Manager - Preopening and Operations**

**Nepal**

**May 2000 – July 2001** (1 year 3 months)

Pre-opening and post opening experience as head of the unit materials function

**Materials Manager**

**Kolkata**

**1999- 2000** (approx1 year)

Heading the materials function

**F&B Controller**

**Kolkata**

**1998 – 1999** ( 1 year)

Handling the costs function of the unit. Responsible for audit of costs and revenue.

**Materials Manager East**

[**Sterling Resorts**](http://in.linkedin.com/company/sterling-resorts?trk=ppro_cprof)**, India**

**1994 – 1997** (3 years)

Looking after procurement of Eastern Resorts at Darjeeling and Puri, based out of the regional office at Kolkata

**Dy. Purchase manager**

**kolkata**

**September 1991 – August 1994** (3 years) Kolkata

Head of purchasing

**Dy. Suptd - Purchase**

[**Bata India Ltd.**](http://in.linkedin.com/company/bata-india?trk=ppro_cprof)

**August 1989 – August 1991** (2 years 1 month) Patna

Looked after procurement of the Grinderies and leather sections

Systems:

Good working knowledge of computers on Windows (MS Office). Exposed to a computerized working environment, with exposure on various accounting & inventory packages including INNVENT / MICROS – FIDELIO POS. System and MAXIAL Back office property management system related to Materials Management in Hotels, SHAWMANN, SCALA & ORION back office materials and accounts integrated system being used by renowned companies worldwide.

Professional Training / Special skills:

1. Undergone various training programs conducted by professional trainers from **XLRI, Jamshedpur**.

2. Completed **Management Development Program** conducted by **Indian Institute of Management (I.I.M.) , Calcutta**

3. Trained under a trainer of international repute, a pioneer in the field of Service Industry studies from the **University of Buckingham, U.K**.

Languages

English, Hindi and Bengali  (Full professional proficiency)

Nepali(Limited working proficiency)

Gujarati, Marathi, Punjabi , Konkani ( understand but do not speak)

Education

**Bachelor of Commerce**

1983-1985 1st Class degree

**Master of Business Administration (MBA),**

Business Management, Marketing, and Related Support Services

1st Class Degree, placed 2nd in class.1986 – 1989

Activities and Societies

Co -Captain of school sports team, Senior school cricket and football team, member of Interact club, winner of senior school GK competition, dramatics and debate. Member of School student’s council in senior school.

Interests& Hobbies

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Food,Books, Classic& Alternative Rock Music,Popular Hindi music,Conversations, Philosophy, writing and Travelling.

**Contact Details :**

**DOB : 9th December 1965**

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**Gulfjobseeker.com CV No: 1459758**