

Contact HR Consultant for CV No: 341125

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**Career**

**Objectives**

 A results driven, articulate and well-presented sales consultant with a proven track record of meeting targets and minimizing stock losses.

 Hardworking, able to communicate effectively with people from all backgrounds and able to present products in a structured professional way face to face with customers.

 Comfortable working in a fast paced and growth orientated work environment.

 Presently looking to join a company where success is rewarded & internal succession is given priority.

**Work**

**Experience**

**Sales Manager**

Liwa Drinking Water Purification Est., Abu Dhabi

Feb 2016 – Jan 2017

 Identifying and maximising revenue from existing and new customer accounts.

 Maintaining high levels of product and customer knowledge and participating in training programs as appropriate.

 Submitting detailed proposals and quotations to customers.

 Providing regular and accurate sales forecast updates to Senior Managers.

 Preparing and delivering sales presentations. Identifying, contacting and qualifying leads.

 Monitoring competition and analysing competitor activity. Aligning selling prices with company guidelines.

 Developing customised territory plans.

**Restaurant Manager**

Bobs Fish & Chips, Dubai

Jan 2014 – Feb 2016

 Assisting with the day to day running of the restaurant.

 Advising senior manager on staffing needs and personnel issues. Cultivating a positive working environment for all staff to work in.

 Keeping accurate statistical information and records.

 Organise work schedules, rotas and shifts, appointing contract staff when needed. Making sure that all employees reach their full potential through constant evaluation, coaching and training.

 Meeting with individual from the local licensing authorities and regulatory bodies.

 Ensuring that all equipment is used correctly, maintained and cleaned properly.

**F&B Associate**

Radisson Blu Hotel, Agra - India

Sep 2012 – Sep 2013

 Trained and scheduled employees to ensure proper coverage of restaurant schedule.

 Responsible for adhering to cash and check/credit policies and procedures.

**Work**

**Experience**

cont'd...

**F&B Associate,** Radisson Blu Hotel, Agra - India, Sep 2012 – Sep 2013

 Inspected restaurant daily to ensure high quality food, food presentation and cleanliness.

 Conducted pre-shift meetings to inform staff of daily events or changes. Ensured all work duties were complete and tables were set before, during and after operating hours.

 Routinely greeted guests, served food and beverage, took reservations, and maintained reservations book when applicable and performed other duties as assigned.

**Earlier Experiences**

 **Kitchen Supervisor**  **F&B Industrial Trainee**

Indian Summer Fine Dine Restaurant, The Fullerton Hotel, Singapore

Punjab – India, Feb 2012 – Aug 2012 Jul 2011 – Jan 2012

 **Enforcement (Credit Collection)**  **Corporate Credit Collection**

Scorpio International (State Bank of India), Spice Telecom, Punjab – India

Punjab – India, Feb 2008 – Mar 2010 May 2005 – Nov 2007

 **Two Wheeler Recovery**

Scorpio International (Centurion Bank of Punjab),

Punjab – India, Feb 2008 – Mar 2010



**Professional**

**Skills**

**Education**

**History**

**Personal**

**Info**

 Have clientele knowledge and able to build relationships easily.

 Always looking for innovative ways to generate customer enquiries.

 Working knowledge of Internet and software like Ms Word, Excel & Powerpoint.

 Strong commercial awareness.

 Possessing comprehensive brand and retail industry knowledge.

 Tactfully resolving customer disputes.

 Taking responsibility for personal development and actively seek opportunities for improvement.

 Strong sense of responsibility and desire to get things done properly.



 **Professional Diploma Course in Food and Beverage Service**

Nanyang Institute of Management, Singapore, Nov 2010 - Jan 2012

 **Intermediate - Arts Background**

Baba Isher Singh Senior Secondary School, P.S.E.B Board, 2002



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| Nationality | : | **Indian** |
| Languages | : **Fluent in English, Hindi & Punjabi + Arabic** (Basic) | |
| Date of Birth | : **May 29, 1984** | |
| Joining Date | : **Immdiately** | |

*\* References upon request.*