SREEKANTH

SREEKANTH.347727@2freemail.com

*MARKETING & HOSPITALITY PROFESSIONAL*



ACADEMIC

QUALIFICATIONS

3 year Diploma in Hotel Management and Catering Technology (Santhigiri School of Hotel managemen, Cochin)

Pre degree from Baselious college

Matriculation – MT Seminary, Kottayam

PROFESSIONAL

STRENGTH

Over fifteen years’ experience in Hospitality Industry.

Delivering staff training Considerable Microsoft Office skills.

Great ability to manage difficult or emotional customer.

Proven ability to build positive team spirit.

APPLICATION FOR A SUITABLE POST IN SALES &

MARKETING

Extremely creative, knowledgeable and resourceful Marketing & Hospitality Professional with great experience in consistently delivering results that contribute to the mission and overall success of the company by accomplishing performance objectives focused on business revenues ,analyzing market trends, identifying opportunities and leading a team to provide valuable ,measurable results to the company’s bottom line, guest and associate satisfaction and effectiveness and efficiencies

WORK HISTORY

01-11-2014 - MANAGER - SALES & MARKETING

PRESENT HOTEL JOYEES RESIDENCY

Generating new leads for the hotel sales team.

Selling all aspects of the hotel including its banquets, conferences, rooms and entertainment facilities.

Making quick decisions relating to guest demands or requests. Managing the sales budget of the hotel.

Maintaining regular contact with frequent guests. Organising client entertainment events at hotels. Carrying out sales visits.

Encouraging guests to extend their stay by offering them incentives. Travelling locally and nationally to meet clients.

Designing rate cards with competitive prices and then sending these out to prospective guests.

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| 01-03-2013 - | Manager - Sales & Marketing |
| 05-10-2014 | HOTEL VILLAGE INN |

Joined as a pre-opening **Marketing Manager**, managing the following responsibilities:

Continually provide excellent customer service to build customer loyalty and client base

Maintain and develop key accounts and prospects

Establish viable sales leads through proactive networking activities Respond to all guest inquiries in a professional and timely manner Represent the hotel and participate in trade and industry organizations

Meet and arrange sales calls with prospective clients to generate business for the hotel

Identify and resolve problems in a suitable manner and develop alternative solutions

11-08-2012 - DISTRICT OPERATIONS MANAGER

AREAS OF

EXPERTISE

Hospitality Industry Business expansion Securing new accounts Online media planning Research and trafficking tools Direct sales

Marketing Telemarketing Direct mail

PERSONAL

DETAILS

AGE/DATE OF BIRTH : 35 Yrs. 25. 06. 1980

NATINOLTY : INDIAN

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01-02-2013 SERIKANDI GROUP OF RESTAURANTS



BRUNEI DARUSSALAM

Joined as District Operations Manager with renowned restaurant group in Brunei. Managed 8 multi cuisine restaurants & its marketing operations.

Maximizing the profitability of the group by providing outstanding quality of service to guests.

Developing sales strategies and action plans.

Maintaining good relationships with officials and representatives of the local business community.

Recruiting, hiring and training all sales & hospitality personnel.

Proactively being involved in trade shows and conferences to network, generate new leads and drive business.

Preparing sales proposals for clients. Controlling the sales budget.

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| --- | --- |
| 01-01-2007 - | F & B Manager |
| 30-05-2009 | Hotel Joys Palace |

Joined as Restaurant Manager and then promoted as F&B Manager

Coordinated with food and beverage staff for special events.

Monitored all operations of venue and ensured efficiency.

Gathered data for all budget processes.

Developed strategies to achieve all financial objectives.

Prepared all food and beverages as per policies and procedures.

Maintained neat and clean work area at all times.

SKILLS

TEAM PLAY

10

ADAPTABILITY

8

INNOVATION

8

COMMUNICATION

9

FLEXIBILITY

8

DECLARATION

I hereby declare that the above mentioned statements are true for my best knowledge Sreekanth