**SAHIL**

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**SUMMARY**

Experienced business development professional in diverse industries and supply chain MBA candidate. Areas of expertise include account management, business development, contracting, negotiations, and business analytics. Proven relationship developer, communicator, and problem solver with high energy and a passion to deliver results.

# KEY SKILLS

* Account establishment **●** Account management **●** Business development **●** Territory management
* Corporate Sales **●** Leisure & MICE Sales **●** Negotiation & Contracting **●** Hospitality Management
* Advanced MS Access **●** Relationship Management **●** Google Analytics **●** Lean Six Sigma
* SQL **●** Advanced MS Excel **●** Business Analytics **●** Up-selling & Cross-selling

**HOSPITALITY CREDENTIALS**

**Certificate in Hospitality Management – The Hotel School, Cornell University**  Expected May 2018

# EDUCATION

**Master of Business Administration – Supply Chain, Syracuse University**  Expected May 2018 Member Consulting Club | Supply Chain Club

**Master of Business Administration - Marketing, ICFAI University, India** April 2008

GPA: 3.8/4.0 | President Marketing Club | VP Debating Club | Member Magazine Editorial Board

**Bachelor of Business Administration - Marketing, GGSIP University, India** May 2006GPA: 3.7/4.0 | Top 10% of class | President Debating Society | Captain Cricket Team | Secretary Economics Forum

# INTERNATIONAL EXPERIENCE

**Walmart**, Camillus, United States

## Sales Associate 2017- present

* Customer Assistance & Delight
* Zoning and Featuring
* Re-shopping and Inventory

**Choice Hotels**, Syracuse, United States

## Sales Consultant Summer Intern 2017- 2017

* Drove incremental revenues = $10,850
* Generated potential revenue pipeline = $28,540
* Targeted 23 potential business segments to drive revenues
* Drove alliances for potential business with 275 travel agents and tour operators

**Tessy Plastics**, Syracuse, United States

***Project Consultant – Tessy Plastics***  2017- 2017

* Conducted a thorough research and identification study on warehousing issues at the Tessy Plastics’ Elbridge plant
* Conducted analysis of the metrics studied using the DMAIC process of Lean Six Sigma
* Used different testing tools available in the Lean Six Sigma methodology
* Identified areas of improvement and recommended action steps for improved warehouse organization
* Implemented the recommendations on a pilot scale to study effectiveness

# PROFESSIONAL EXPERIENCE

**Jaarwis Technologies P Ltd**, Gurgaon, India

## Manager – Business Development & Head of Travel & Hotel Alliances (Pressie India) 2015- 2016

* Ideated, created, modeled and drafted pitch to prospective merchant partners for the Pressie app (premium social gifting app)
* Established the relationship from scratch with key accounts such as ITC Hotels, Tata Starbucks, Ferns & Petals and Ramada
* Acquired the pan India network of approx. 55 accounts for the organization
* Innovated marketing strategies - social media strategy, radio ads, road shows and events to communicate about Pressie App
* Led team of 5 to acquire premium merchant partners – 4\* & 5\* Hotels, travel partners, and coffee chains to list them on the app

**Livquik Technology (India) Private Ltd**, Mumbai, India 2015

## Regional Sales Manager

* Spearheaded sales for Delhi & NCR leading a team of 4 associates
* Identified, met, pitched and acquired stand-alone restaurants and chains to receive payments from our app, Quikwallet
* Augmented Merchant Base by 50 accounts in Delhi/ NCR
* Applied hunter strategy to acquire new accounts to use Quikwallet as mobile payment application for merchant customers

**Groupon (India) Private Ltd**, New Delhi, India

## Assistant Business Development Manager 2014

* Identified, contacted, met, pitched & signed contractual deals with prospective merchants
* Revenue sharing arrangement with merchant outlets of 20%-35% post discounts from them of 35%-50% of the retail price
* Convinced key accounts like Cocoberry, QBA, Ichiban, Punjabi by Nature & leaders in the food space, to come on board
* Acquired 120 new accounts in less than 9 months resulting in incremental revenues of USD 5,000

**Fortune Park Hotels Limited (ITC Ltd)**, Gurgaon, India

## Assistant Manager – Sales 2012- 2014

* In-charge of handling Corporate accounts and convincing them to patronize all 43 Fortune Hotel properties across India
* Drove incremental revenues of USD 335,000 to the chain from my territory and account base
* Drove business worth 450Room nights from Microsoft to the Bangalore hotels in just my first three months in the role
* Handled key accounts - GE, Microsoft, HP, MasterCard & Yum Restaurants India Pvt. Ltd. to drive business from them

**Thomas Cook India Limited**, Gurgaon, India

## Manager – Leisure Travel 2010- 2012

* Appointed as Branch In-Charge for newly setup Thomas Cook Sales outlet in South Delhi
* Led a team of fresh recruits to deliver revenues and profits not only for the company but also for the channel partner
* Exceeded the set target by 214% by realizing revenues of USD 1.123 M when target set = USD 524,000 for the new outlet
* Awarded number 1 outlet award across India for sales and marketing initiatives
* Awarded with additional responsibility to head 2 outlets single handedly for more than 7 months

**MakeMyTrip India Private Limited**, Gurgaon, India

## Senior Executive – Sales 2009 - 2010

* Identified, contacted, set meetings, met, pitched, mailed the quote, followed up and closed the sale to drive revenues
* Key Account Signed – MasterCard Worldwide Inc.
* Contributed incremental revenue of USD 52,250 to the top line during my presence in the role

**ITC Maurya – The Luxury Collection (ITC Ltd.)**, New Delhi, India

## Sales Executive 2008- 2009

* Handled with full responsibility key accounts such as MasterCard & Ranbaxy laboratories to drive business from them
* Led the sales charts for three months consecutively as my previously un-serviced territory became No.1 across the team
* Delivered revenue of USD 189,500 for the hotel in just 11 months and given this was my first corporate experience

**CERTIFICATIONS**

* Business-to-Business Sales | Excel 2016 Essential Training | Lean Six Sigma Foundations | Sales Coaching | Marketing

Foundations: Competitive Market Analysis | Motivating & Engaging Employees

**SKILLS (TOOLS)**

* **Software -** Advanced MS Excel, SQL, MS Access, R, Google Analytics, Tableau, Minitab, Stat Tools, MS Office
* **Languages** – English (Fluent) | Hindi (Fluent) | Punjabi (Fluent) | Spanish (Beginner)