Dear Sir,

Please find my profile enclosed as a Dynamic, energetic Manager with 12 years of experience seeking assignments in Operations/ Management in the Hospitality/Service & sales Industry.

A keen planner and strategists with experience of handling the entire operations of the restaurant chain, resourceful at developing procedures, franchise models, service standards, operational policies with proven ability to reduce the running cost of the unit by planning and implementing effective control measures.

Exposure in designing and implementing training programs for bringing keen customer focus, high energy level and team spirit in the employees.

Core Competencies Include:

. Good knowledge about resale, leasing and exhibition type sale

∙    Sales & Marketing Management
∙    Strategy Planning
∙    Profit & Loss Management
∙    Business Development
∙    Franchisee Management
∙    People Management
∙    Customer Service
∙    Training

I look forward to an opening in the relevant areas as mentioned above.

Should you need to reach me please feel free to contact me on the following number or shoot me an email.

Mobile :    C/o 0505891826

E-mail tyrone.40667@2freemail.com

Warm Regards,

Yours Sincerely,

Tyrone

****

Tyrone

C/o 0505891826

Tyrone.40667@2freemail.com

**Applicaion for the post of sales manager**

**Objective**

**To find a better prospect in my carrier and to be employed in an esteemed Establishment to render my full support for the employer.**

**Experience 8 years(Hospitality& sales)-UAE & 04 years (Sales & Marketing) in Srilanka**

Division head (Hotels)-Falconpack, Sharjah, UAE.

URL:www.falconpack.com



Wef April 2007, Reporting to COO.

* Duties include managing the Division as a Profit Center.
* Improving Market share in the Hotels Serviced & developing new Business.
* Managing Market Credits.
* Coaching & Training to the Sales Staff.

**Achievements :**

* **Growth of 52 % in 2008 over 2007.**
* **Market coverage of 85 % which is an improvement of 10% over 2007.**

**Manager -** Nando’s Restaurants, Dubai, UAE.

URL: [**http://www.nandos.com**](http://www.nandos.com)

(South African Chain)

July, 2006 ~ March 2007.

Immediate Superior: Operations Manager.

• Supervising Customer Service

• Preparing staff Schedule.

• Conducting Staff Training.

• Motivating staff through innovative targets and incentives for improving target sales.

• Maintaining and controlling high standard quality and cleanliness within the Restaurant.

* Maintaining high quality hygienic standards as per UAE regulations.

**Operations Manager -** Cool Station L.L.C, Dubai, U.A.E.

URL: [**http://www.coolstation.com**](http://www.coolstation.com)

April, 2005 ~ June 2006.

(Singapore Based Company).

Products : Beverages

Immediate Superior : Managing Director.



• Opening and commissioning outlets in leading malls across UAE.

• Providing training and product knowledge to the staff.

• Analyzing the P & L and food cost monthly and yearly.

• Promoting the new product to the customers.

**Store Manager -** A & W Restaurants, Dubai,U.A.E.

URL: <http://www.awrestaurants.com/>

U.S.A. Based Company

Sep 2001 ~ Apr 2005

Immediate Superior: Operations Manager

• I was given to open & run the new A & W Restaurant in Sahara center Sharjah,U.A.E.

• In charge for day to day operations & preparing staff schedule.

• Co-ordinate with principals.

• Analyze monthly sales projection ,food cost & profit and lost.

• Conducting Junior staff training.

• Successfully attended the ‘Journey to Yum!’ Program conducted by Yum Restaurants

International.

• Maintain QSC standard of the restaurant.

• Dealing with suppliers for restaurant requirements. Achieved more than 90% in QAR.

• Motivate juniors to maintain the restaurant standards.

• Executing the works on time & meet sales targets

• Build relationships and ensure repeat business.

**Outdoor Sales Executive**- Darley Butler & Co, Srilanka.

(FMCG Products)

URL : [**http://www.darleybutler.com**](http://www.kompass.com/kinl/jgi/affstatpub.jgi?N=LK001794&P=APC&T=W&F=http%3A%2F%2Fwww.darleybutler.com&U=http%3A%2F%2Fwww.kompass.com%2Fkinl%2Fstatic%2Freferrer.html%3Fhref%3Dhttp%3A%2F%2Fwww.darleybutler.com)

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Jan,1995 – Feb 1999

Colombo, Srilanka.

Immediate Superior : Marketing Manager

* Achieved the 90% monthly target with four sales reps.
* Monitoring and maintaining the displays in the leading outlets and

 Supermarkets.

**Professional Qualifications**

• Completed a course advance Certificate in English.

• Completed a course diploma in Microsoft office.

• **Holding U.A.E driving license with own car**.

**Educational Qualifications**

* Passed the G.C.E.O/L

**Other Qualifications**

• **Sound knowledge in English/Tamil/Sinhala languages both written and spoken.**

**• Manageable in Arabic, Malayalam & Hindi languages.**

**My Strength**

• Good Team Player.

• Flexible to work with any Nationality.

• Innovative , Productive & Positive thinker.

• Vast experience in International Food chains.

**Personal Data**

Date of birth : 6th January. 1974.

Sex : Male.

Age : 35 years.

Civil Status : Married.

Nationality : Sri Lankan.

Visa Status : Release or NOC Available

I hereby certify the details above mentioned details are true and correct according to the best of my knowledge.

Thanking you,

**Tyrone**