

**ABBAS**

**Outdoor Sales Executive - Hotel & Kitchen Supplies**

**6 Yrs UAE Experienced Sales Professional**

**Holding Driving License & Immediate Availability**

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## OBJECTIVES

- Possess good understanding of Hotel, Restaurant and Food Industry requirements.
- Proven track record of developing business and achieving sales targets in UAE.
- Holding good connections with contacts in Hospitality Industry in UAE.

## PERSONAL DATA

<b>Nationality</b>	:	Indian
<b>Date of Birth</b>	:	7 <sup>th</sup> February 1987
<b>Marital Status</b>	:	Married
<b>Languages Known</b>	:	English, Arabic, Hindi, Konkani and Marathi
<b>Driving License</b>	:	UAE Light Vehicle
<b>Visa Status</b>	:	Employment Visa – Can Join Immediate

## EDUCATIONAL ATTAINMENT

- Appeared for Higher Secondary School Certification from Goa Board of Education (2005)
- Secondary School Certification from Goa Board of Education, India (2003)

## ADDITIONAL QUALIFICATION

- Completed 1 Year Diploma in Hotel Operations, Management & Catering Technology
- Tally 6.3 Internet enabled through MICE

## WORK EXPERIENCE:

- **Cacao Sweets (fillings chocolate) Jimi mall Alain, UAE as Sales & Operation manager**  
From 1<sup>st</sup> April 2020 till date.

### KEY RESPONSIBILITIES

Operational Responsibilities in showroom & production department (factory), handling outdoor & indoor showroom sales, getting cooperate orders, purchasing. In charged in all employees matter in all departments as well as appointment and training new employees motivate and communicate as a team to resolve problems and everything concerned in day to day task for sales upgrade and other requirements.

- **Sugar & Salt Station Abu Dhabi Mohammed Bin Zayed UAE as Showroom Sales Manager** from 30<sup>th</sup> November 2017 till 26<sup>th</sup> of March 2020.

• **KEY RESPONSIBILITIES**

Operational Responsibilities in showroom, restaurant, sales, purchasing and production. In charged in all employees matter in all departments as well as appointment and training the subordinate employees motivate and communicate as a team to resolve problems and everything concerned in day to day task.

- **La Cabana Beach Resort & Spa, Ashwem Mandrem Goa India as a F&B Manager** from 1<sup>st</sup> June 2017 till 10<sup>th</sup> November 2017.

**WOW Caterers & Restaurant, Block 10 Sharq Kuwait as a Banquet Manager and Sales Coordinator** from Jan 2012 to May 7<sup>th</sup> 2017.

➤ **KEY RESPONSIBILITIES**

Handling guest meetings for sales and catering. Well known with the Arabic and International standard of buffet setups and all the Arabic and international food products. Organizing the plans for all the big events for wedding catering. Managing the entire team for outside catering and events.

- **Neo Majestic 5 Star Resort, Porvorim North Goa India** from 10<sup>th</sup> January 2011 to 17<sup>th</sup> October 2011 as a **Room Service and Restaurant Captain.**
- Worked in **Manchester (UK) for New Born Ltd** as a **Buffet Supervisor.**
- Worked for **Cidade De Goa, Goa (5 Star Resort)** as a **Senior Restaurant Captain.**
- **Sarovar Groups Of Hotels, India Lazy Lagoon (Sarovar Partico Suits), Arpora Goa** from 8<sup>th</sup> March 2008 to 7<sup>th</sup> January 2009 as a **Restaurant Captain.**
- Worked for **Costa Cruise Liner, Italy**
- The **Lemon Tree Amrante Beach Resort Boutique Hotel India, Candolim Goa** from 16<sup>th</sup> November 2006 to 15<sup>th</sup> November 2007 as a **Guest Service Associate in Food & Beverage Service.**
- **Taj Holiday Village (5 Star Deluxe) India, Sinkerim Goa** from September 4<sup>th</sup> 2005 to February 27<sup>th</sup> 2006 as a **Job Trainee in Food & Beverage Service.**

**PERSONALITY STRENGTHS:**

- Able to handle various tasks simultaneously and well organized.
- Work effectively in a team or independent environment.
- Capable of working under pressure and able to handle difficult situations.
- Leadership qualities and attention to details.
- Good interpersonal, analytical and documentation skills.