ZAKRIYA

# PERSONAL STRENGTHS

**TECHNICAL SKILLS**

# ACHIEVEMENTS & AWARDS

**INTERESTS**

# EDUCATION

Zakriya has a track of record of promoting and selling a Hotel it's services and brand

.He has proven ability to maximize revenue and achieve sales targets in the toughest

of markets this something that a shoe does by creating an environment where staffs

are motivated and encouraged to maximize the sales. He has no diﬃculty acting as a

public relations person who can project the image of a Hotel in a positive manner

.Right now He is keen to work for a company who are going to invest lot of time and

effort in his development.

#Ensuring Hotel sales department always prepared for business. #Visiting Clients as well as entertaining them within the Hotel. #Actively selling and promoting Hotel bedrooms, banquets, conference hallsand facilities. #Responding to guest's concerns ,questions and problems. #Soliciting corporate rate business from business travel agents. #Building and developing strong relationships with both existing and new clients and customers. #Promoting the conference facilities that the Hotel has to offer. #Getting feedback from guests whi are leaving and then drawing conclusions from it. Expertize in English Economics, Accounts, Commerce, Marketing, Hindi, Management. Fluent in English ,Hindi. Articulates ambitious and socialable skills . Goal oriented #Effective Communication Skills and Interpersonal Skills etc. #Holds a clean driving licence and ready to work on Evenings and weekend hours on occations. #Cultivating relationships with the key hotel personal. #Training a new staff in Hotel sales technique. #Dealing with high pressure environments during busy periods. #Seeking out new business opportunities. #Detailed Oriented,with a demonstrated track records of follow through and delivery. #Actioning all Sales leads. #Putting

,Preparing and arranging all sales reports and then forwarding those on to the senior manager. # Professional in Sales and Marketing. #Carrying out any reasonable requests as required by General manager. #Keeping department costs in line with agreed annual budget. #Working within the local markets to promote our Hotels to Corporate Clients.

Awarded for best Conduct at Baldwin Boys' School bangalore. Awarded for Heighest Score in Environmental Science (ICSE Board). Awarded for Inter- house Tournament in hockey Second Prize.. Scored 1206 In American Entrance Exam SAT. Certiﬁed NCC(National Cadet Cop)Cadet . Awarded For Best Boarder Award in Bishop Cotton Boys' School.

Football, Chess, Researching. Hockey. Basketball . Volleyball . Swimming . Traveling, Public Speaking.

# Baldwin Boys' High School

ICSE 80.66%

30th,March,2014.

# BISHOP COTTON BOYS' SCHOOL

Commerce 68.66%

31st,March,2016.

# ISTM(INDIAN SCHOOL OF TECHNOLOGY AND MANAGEMENT

**ACTIVITIES**

GMS(GRADUATE PROGRAM IN MANAGEMENT STUDIES) 76.06%

31st,March,2019

Community Services Travel and Tourism. Research and Development. Quiz Conducting Moral Presentations Public Speaking.

# PERSONAL PROFILE

**EXPERIENCE**

Date of Birth : 4th,April,1998

Marital Status : Single.

Nationality : INDAIN

Known Languages : ENGLISH,HINDI, KANNADA.

# PARAS AGRO MEDICAL COMPANY

DEALING WITH GOVT PROJECTS, SUPPLYING AGRO MEDICAL PRODUCTS FOR ASSIGNED PERSON BY GOVT,SALES AND MARKETING MANAGER.WORKING BOTH FOR GOVT AND PRIVATE PROJECTS OF AGRO MEDICAL PRODUCTS AND PROJECTING INSTALLATION AND MEETING THE HIGH DEMAND OF BIG AGRO EXPANSION MEDI PRODUCTS SUPPLY.MAINTAIN AN EXCELLENT SUPPLY CHAIN ANSD SO ON

*April,2016 - May,2017*

Sales Management,

Sales and Marketing,customer handling, negotiating, promoting , socializing, communicating, DEALING WITH GOVT PROJECTS, SUPPLYING AGRO MEDICAL PRODUCTS FOR ASSIGNED PERSON BY GOVT,SALES AND MARKETING.WORKING BOTH FOR GOVT AND PRIVATE PROJECTS OF AGRO PRODUCTS, MAINTAING STANDARD SUPPLY CHAIN .DEALING WITH MACHINE AND PRODUCTS INSTALLATION AND SO ON.

# MAURYA HOTEL.

SALES MANAGER.

*June,2017 - September, 2019*

Sales,Marketing,Sales Management, customer handling,negotiating,Customer handling, promoting,communicating,socializing, creating a channel of regular clients and dealing with Hotel Banquet Sales and Coordinating,Meeting clients requirements, attending sales calls, visit corporate houses and top establishments, linking with companies increase the volume of sales, marketing and proﬁtability of the company achieving desired sales targets, maintaining standard data ,arranging conference and banquets gathering, meeting the demands of clients and guests and Making appealing and phenomenal experiences with better sales tactics and so on.

# ATOMY COMPANY (MNC)INDIA

SALES AND MARKETING MANAGER

*October,2019 -*

Sales and Marketing, Strategic Sales development ,Client Meeting, Handling Clients Sales requirements, Acknowledging the Client, Development Good relations with clients, Maintaining eﬃciency and effectiveness, Promoting the brand.Increasing Sales , travelling, getting memberships and supplies health and beauty products, meeting the demands of south korean policies and targets,Increasing sales promoting, hiring candidates for supply chain, maintaining sales international ettiques and dealing with international business opportunities .

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Reference : Mr. Anup P Bhatia, HR Consultant, Gulfjobseeker.com 0504753686