

RESUME



Name:- Sanketh.Raikar

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Institute	Grade	Percentage
Karavali training institute (Institute of Hospitality Management)	556.8	77.9
YMS Bangalore (Institute of sales and marketing training)	650.9	85.5
Sacred heart school	452.9	68.9
College	346.7	57.6
European Bartending School	550.3	68.8
Computer Tally Institute	458.5	75.9

Skills

- *Have the ability to co-operate with guests*
- *Have the ability to handle the responsibility*
- *Have skills to handle the guest.*
- *Have sales skills for any job.*
- *Have skills to gain clients interest.*
- *5 to 6 years of experience*
- *Leadership qualities.*
- *Leading sales team.*
- *Strong negotiation skills with a proven ability to seek, create, negotiate and close a deal*
- *Analytical and data driven*
- *Proof reading Legal Contracts*
- *Comfortable working hands-on in a fast-paced start-up environment*
- *Soft Skills (ERP/APP usage, Excel, Email Writing)*

- External skills like dealing with Property owners and Real estate Brokers.
- B2B Sale's
- Corporate Dealing

Experience

Been a Hotelier for last 5 year's.

- Completed training in The Lalit Golf & Spa Resort as in all Departments.
- Been bartender in Redison Blu, Benaulim, Goa.
- Been a Bar Manager in Petisco restro and pub, Panjim. (Feb 2019 – March 2020)
 1. Maintains inventory.
 2. Creates drink and food menus.
 3. Determines employees' schedules.
 4. Ensures bar is well-stocked and clean.
 5. Tracks customer behavior and sales.
 6. Maintains budget and monitors costs.
 7. Maintains drink recipe documentation.
 8. Oversees planning for special events.
 9. Appropriately delegates tasks to staff.
 10. Selects and purchases liquor and other supplies.
 11. Oversees staff, including bartenders and barbacks, and, in some cases, bouncers, wait staff.
 12. Initiates and maintains vendor relationships.
 13. Uses point-of-sale tracking technology and bar and restaurant management platforms.
- Have worked in Winocean Pvt Ltd as a liquor Sales Man. (April 2020 – Oct 2020)
 1. Selling Branded liquors to Bars and pubs around Goa.
 2. Completing the monthly sales targets
 3. Maintaining good contact with the bar owners for the future sales.
- Been worked as a Sales Executive in Karma Royal Haati Mahal, Benaulim as a part of Karma Group. (Nov 2020- July 2021)
 1. Mainly achieving the monthly sales targets ,
 2. Selling membership to new clients,
 3. Respond to new and current client base regarding complaints and service enquiries.

- 4. *Cold calling the existing clients,*
- 5. *Maintain and grow a strong client base.*
- 6. *Trying to get atleast 5 to 6 deals in a week.*

- **Been a Property Manager in Jungle by sturmfrei Vagator . (Sept 2021 – July 2022)**
 - 1. *Mainly generating revenues achieving monthly revenue targets through Hosting Event and increasing bar Sales and managing regular Events*
 - 2. *Looking after the maintenance of the property.*
 - 3. *Leading the property staff*
 - 4. *Making sure the cleanliness of kitchen, rooms and all other areas of property is well maintained.*
 - 5. *Making sure staff is well maintained.*
 - 6. *Looking after the staff training.*
 - 7. *Supervising employees.*
 - 8. *Maintaining Guest relations .*
- **Been worked as a Business Development Manager in Sturmfrei Hospitality Pvt Ltd. (Sept 2021- Aug 2023)**
 - 1. *Mainly generating leads for tie ups,*
 - 2. *Generating clients leads,*
 - 3. *Getting more customers through tie ups with travel agencies for all property locations of the company*
 - 4. *Achieving regular sales targets,*
 - 5. *Leading sales and marketing team to boost the weekly targets,*
 - 6. *Training sales and marketing team.*
 - 7. *Handling cold calls,*
 - 8. *Expanding the business through partnership with other brands and companies and bringing new ideas in company for development of brand to get more permanent customers and to help generate revenue for the company .*
- **Been worked as a Sales Executive in Karma Royal Haati Mahal, Banaulim as a part of Karma Group. (Rejoined Sept 2023- April 2024)**
 - 1. *Mainly achieving the monthly sales targets ,*
 - 2. *Selling membership to new clients,*
 - 3. *Respond to new and current client base regarding complaints and service enquiries.*
 - 4. *Cold calling the existing clients,*
 - 5. *Maintain and grow a strong client base.*
 - 6. *Trying to get atleast 5 to 6 deals in a week.*

- *Currently working as a Business Development Manager in DJS Automate, Arpora Goa. (April – 2024 – Present)*

1. *Mainly generating leads for tie ups with industrial companies.*
2. *Generating clients leads for Restaurant leasing and 3D Products*
3. *Getting more customers through tie ups for the 3D Products and automated products by DJS*
4. *Achieving regular sales targets.*
5. *Leading sales and marketing team to boost the weekly targets.*
6. *Training sales and marketing team.*
7. *Handling cold calls.*
8. *Expanding the business through partnership with other brands and companies and bringing new ideas in company for development of brand to get more permanent customers and to help generate revenue for the company .*

Qualifications

- *Qualified in computer tally 7.2 and 9*
- *Qualified certificate in the hotel Management*
- *Have a Qualified Certificate in sales and marketing in YMS Bangalore.*
- *Have a Qualified EBS Certificate from Bar school.*
- *Have a Industrial training Certificate in Hotel Industry.*

Hereby I accept the above information is correct, and I love to get an opportunity to working with the industry and I will work hard To achieve my success