



## **Chirag Rangras**

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B-2/24. Raghukul Society, Ahmedabad, Gujarat-04

### **Summary:**

- An astute professional with 13+ years of progressive experience in travel domain, Hotel marketing and management
- Capable of wearing multiple hats and delivering solutions in complex scenarios, within deadlines.
- Strong interpersonal skills with the ability to work effectively with upper management and excellent leadership skills in motivating others.
- Excellent verbal and written communication skills coupled with knack of dealing with customers.

### **Highlights of Expertise:**

- |                          |                     |                        |
|--------------------------|---------------------|------------------------|
| • Hotel Contracting      | • Vendor Management | • Marketing Management |
| • Operations Management  | • Team Management   | • Client Relations     |
| • Key Account Management | • CRM               | • Website Development  |

### **Technical Knowledge:**

- Platforms: Windows 8.1,
- Software: MS Excel 2013, MS Word 2013, MS Power Point 2013, Basic Coral

### **Work Experience:**

- As General Manager at The Park Priviera Hospitality Pvt Ltd from June'20 to till date.
- Zonal Head (Central India) at Ramoji tourism Gateway from Nov'19 till June'20.
- AGM at Club Holizone, Jan'19 till Nov'19
- Managed Kafe Hideout (Restaurant), Feb'17 till Dec
- Regional Marketing manager for Little App (a Paytm Company), March'16 – Feb'17
- Regional Marketing manager for Stayzilla, August'15 – March'16
- Team Leader at Motif India Pvt. Ltd. (Make My Trip.com), June'10 – August'15

### **Job Profile: Current Responsibilities:**

#### **As General Manager – The Park Priviera Hospitality Pvt Ltd**

- Taking care of Sales, Tele calling and Member Relationship Team
- Driving Sales Performance
- Setting up new branch

- Taking care of website development
- Making company policies

**As Zonal Head - Central India (Ramoji):**

- Handling Hotel Contracting team
- Agreement with hotels for selling their rooms online
- Maintaining Quality and content of each hotel before it goes live
- Loading of Hotels contracted by team

**As AGM at Club Holizone:**

- Hotel tie-up
- B2B on-boarding
- Handling escalations and Booking
- Team hiring and training

**As Manager for Kafe Hideout Restaurant:**

- Daily billing
- Stock Inventory maintenance
- Sale Boosting
- Marketing

**Previous Work Experience:****As Assistant Marketing Manager for Little App (Gujarat, Daman & Diu ) - March'16 – February'2017**

Little App is a company which sells deals for Food, Beverages and Hotel Rooms at discounted price.

- Hotel Contracting for LMD.
- Key account management.
- Generating queries from B2B & B2C channels.
- Hotel Visits.
- Increasing Profitability.
- Tracking city wise performance.
- Managing over Bookings and bouncing.
- Maintaining Rate parity.

**As Regional Marketing manager for Stayzilla (Hotel booking portal), August'15 – March'16**

(Stayzilla is a travel based company which deals in Hotels, Service apartments and Homestays.)

- Contracting Hotel/Homestays.
- Hotel visits.
- Tracking city wise performance.
- Managing over Bookings and bouncing.
- Maintaining Rate parity.
- Keeping a track over Hotel's Images and Content.
- Being a SPOC for Hoteliers.

- Taking care of Sponsored events.

**As Team Leader at Motif India Pvt. Ltd. (Make My Trip.com), June'10 – August'15**

- Worked as Team leader for international sales team, handling 12-15 Team members.
- Handled COH (Central operation) Department with team strength of 45 members.
- Customer Service.
- Reducing Costs.

**Qualification:**

- B.Com, Gujarat University, [2009](#)