

MAHESH MULCHANDANI

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Location Preference : Ahmedabad, Gujarat

Targeting managerial level assignments in **Key Account** with a leading organization of repute

CORE COMPETENCIES

Sales & Marketing

Business Development

Corporate Sales

MICE

Business to Business

Team Management

PROFILE SUMMARY

Achievement-oriented management professional with over **10 years** of **experience in Hospitality Industry, Travel Agent Sales, Corporate Sales, Product Development, Mice, Sales and Business Development**

Currently associated with **with OYO Rooms (Oravel Stays Private Limited, Ahmedabad)** as **Sales Manager**

Possess an analytical mind with the capability to think logically, work accurately and pay attention to details with excellent spoken & written communication skills

ORGANISATIONAL EXPERIENCE

April'18 to till date (Clarks Group of Hotels) as Sales Manager

Key Result Areas:

Developing sustainable demand channel from a long-term perspective, generating business from on boarded corporates and travel agent through account management

Acted as SPOOC for all of corporates & travel agent problems including getting hotel option at best prices.

Creating and executing demand generation and account-based programs focused on driving sales from assigned client accounts; developing and managing reference material including case studies, customer testimonials and profiles

Assisting in partner marketing activities such as tradeshow, campaigns and other promotional activities

Educating partners about product portfolio and complimentary services offered; developing strong relationship with the admins of the company

April'17 to March'18 with OYO Rooms (Oravel Stays Private Limited, Ahmedabad) as Sales Manager

Co-owned travel agent and corporate channels, on boarded corporate clients by calling and explaining OYO's proposition; engaged in cross-selling of other OYO options like mice bookings, packages to corporates to acquire more business

Developed relationships with channel partners to drive sales of packages and hotel nationally through their customer base

Successfully increased the revenue by INR 30 Lakhs with gross activations of around 42 within the span of 11

Developed effective working relationships with customers through regular meetings, identified and obtained

further sales and business development opportunities, increased customer base from 5 to 42 corporate and Travel agent channel

May'15-Mar'17 with Travel Designer Group (Rezlive.com, Ahmedabad) as Sales Manager

Key Result Areas:

Identified key travel agent from Gujarat that contributed of business from given category

Administered vendor self-upload process, range selection & vendor development; ensured availability of products and adherence to the on boarding process and internal procedures

Promoted focus seller and brands that resulted in increase in volume of order Managed operational tasks related to seller management

Spearheaded many operations like key account management, P&L analysis, business promotion plan, and manage payment issues related to TA

Interacted with internal teams regarding promotion and operations related issues

Established productive, professional relationships with key personnel in assigned partner accounts

Managed potential channel conflict with other firm sales channels by fostering excellent communication internally and externally and through strict adherence to channel rules of engagement

Highlights:

Received medal and certificate for Best Employee Award in Gujarat Level in 2015 along with Consistent Performer Certificate

Administered business generation activities on Rezlive.com through Gujarat Region key sellers Delivered 120% YOY growth and 130 % sales target for FY 15-16 within the assigned geographical zone

Provided insights on strategic impact of competition activities / actions and customer & market trends; forecasted business revenues from channel and key accounts.

Sep'13-April'15 with Lords Hotels & Resorts (Lords Inn Hotels & Developers Ltd.)

Highlights:

Successfully achieved monthly, weekly and daily targets and reported to Territory Manager and Sales

Mapped targeted clients in all industries like corporate, retail sector and other to cover all areas of Ahmedabad and other parts of Gujarat

PREVIOUS EXPERIENCE

April'2008-Sep'13 with Alliance Hotels & Resort(A unit of Accord Hospitality Services Pvt.Ltd.)

Highlights:

Received Best Performer Award in July and August in 2011

Successfully achieved monthly, weekly and daily targets and reported to Managing Director

Mapped targeted clients in all industries like pharma and manufacturing companies, Travel agent and other to cover all areas of Ahmedabad and rest of Gujarat

ACADEMIC QUALIFICATIONS

Commerce Graduate from B.R. Ambedkar University, Agra in 2008

IT SKILLS

MSOffice, Intranet Operations

PERSONAL DETAILS

Date of Birth: 08th August 1986

Languages Known: English, Hindi and Gujarati

Present Address: B-102 Orchid, Parshwanath Atlantis Park, Sughad, Near Shri Balaji Agora Mall Gandhinagar-382424