



# PRACHI PANDYA

SALES PROFESSIONAL 📍 INDIA 📞 09725147950

## ◦ DETAILS ◦

India  
09725147950  
[prachipandya06@gmail.com](mailto:prachipandya06@gmail.com)

Date of birth  
06.12.1996

## ◦ LINKS ◦

[LinkedIn](#)

## ◦ SKILLS ◦

Computer Skills  
Ability to Multitask  
Leadership Skills  
Decision Making  
Problem Solving  
Adaptability  
Ability to Work Under Pressure  
Communication Skills  
Teamwork  
Direct Sales  
Communication and Negotiation  
Objection Handling  
Customer Service  
Empathy

## ◦ LANGUAGES ◦

Hindi  
English  
Gujarati  
Punjabi

## 👤 PROFILE

Efficient and effective sales representative with over 6 years of experience in hotel sales and managing business, professional, and corporate client accounts. Exceeded sales goals by more than 15%. Developing business by both proactive and reactive means. Seeking to leverage solid negotiation skills and extensive product knowledge to be at the managerial position.

## 📁 EMPLOYMENT HISTORY

### Sales manager at Hyatt Regency, Amritsar

January 2023 — Present

Analysing the local client potential  
Increasing revenue generation by 5%  
Increasing business repo with new clients  
Managing different market segments

### Assistant Sales Manager at Hyatt Regency Amritsar , Amritsar

August 2021 — Present

Working upon new market with new strategies  
Strategizing the market segments with new perception  
Comprehensive sales training to associates  
Strategizing and budgeting  
Event handling

### Sales Executive at Courtyard by Marriott Sindhu Bhawan Road ( Pre-Opening), Ahmedabad

October 2020 — May 2021

- Maintaining corporate data base.
- Responsible for corporate and Travel agent room sales for the hotel.
- Executes and supports the operational aspects of business booked.
- Managing and Develops relationships with key internal and external stakeholders.
- Acquiring and developing new business accounts and preparing sales accountability.

### Events Executive at Hyatt regency , Chennai

February 2020 — June 2020

- Re-actively supporting department by closing the events.
- Major portfolio managed for associations like JITO, Rotary and gujarati,
- Handled corporate events.

## ◦ HOBBIES ◦

Motorcycling  
Writing snippets  
Podcasting

### C&E Executive at DoubleTree by Hilton (Pre-Opening), Ahmedabad

November 2018 — January 2020

- Assisting in building business strategies.
- Regular sales blitzing and physical calling for acquiring business.
- Major portfolio handled; associations, pharma companies, lifestyle, automobiles, exhibitions, weddings, groups and MICE.
- Achieving budgets quarterly by 20%.
- Managing PR with B2B event planners and wedding planners,
- Closing groups, handling operational aspects; both reactively and proactively.
- Understanding hotel and showing around to the guests.
- Preparing detailed proposals, contracts and Banquet event orders.
- Detailing of the event with the event planner and event coordinator.

### Sales Coordinator at Hyatt , Ahmedabad

June 2017 — October 2018

- Organizing administrative work.
- Reactively closing events.
- Managing rooms, events and MICE queries through walk-in guests.
- Preparing proposals, contracts and Banquet event orders efficiently.
- Preparing daily reports.

### Tele Sales Executive at TLC, Courtyard by Marriott , Ahmedabad

August 2016 — January 2017

- Selling membership for Club Marriott, loyalty programme for the hotel.
- Achieving weekly and monthly budgets.

### Market Analyst at Insight Board Research, Ahmedabad

August 2015 — September 2016

- Data mapping and secondary sales.
- Collecting data, reviews and survey through Computer Assisted Telephonic interviews globally.
- Worked for clients like AT&T, Oracle, Apple and Windows



## EDUCATION

### Higher Secondary, The New Tulip International School, Ahmedabad

April 2012 — March 2014

### Bachelors of Arts in Psychology, Gujarat University, Ahmedabad

June 2014 — April 2017



## REFERENCES

- References available upon request



### Software used

Working knowledge for softwares-

- Opera
- Envision
- SFA Web
- Reserve
- Delphi FDC
- OnQ PMS