

Tony Arora

Front End Developer || Varied Experience || MBA
Career pivot from Service & Retail sector to become a Full Stack Developer.

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[LinkedIn](#)
[GitHub](#)
[Portfolio Site](#)

Objective:

Over a decade of Management experience in Retail & Hospitality with experience of various web systems. Able to effectively collaborate as part of a productive team. Qualified in an assortment of technologies, including **HTML, CSS, JavaScript, React, Node JS** and currently working on **MySQL, Angular, Vue and cloud computing**. Reputation for continually achieving on time and under-budget performance goals. Experienced in leading staff members and evaluating project progress to achieve results in a timely manner.

Key Skills:

- Operational expertise: *Self-starter, ability to work in teams and understand the bigger picture. Grasp new concepts and working structure in a timely and efficient manner. Adept in agile, understanding product life cycles.*
- Financial expertise: *Strong experience in managing operating budgets and leveraging the same for business decisions.*
- Interpersonal Skills: *Creating a professional working environment through which all members are adequately trained, fully briefed, regularly appraised and managed in a fair and consistent manner, thus ensuring a positive team is established, within which each individual is aspired to achieving their full potential.*

Previous Responsibilities

GSM. Traders Limited

June 2016- July 2022

Director

Retail company specialising in Giftware, Homeware, Cookware and Toys. Predominantly selling through Amazon in UK and Europe. The business had a turnover of over £2 million a year.

The Glebe Hotel, Warwickshire

General Manager

July 2014- May 2016

Grade two listed property in Warwickshire, West Midlands. Has expansive grounds and its own leisure centre just one mile off the M40. Delivered a 22% LFL growth over the last years revenue.

- Introduced dynamic revenue planning utilizing different OTA's. Increase of 12% in occupancy figures over the last year.
- Delivered a 20% LFL growth on EBITDA.
- Responsible for implementation and reviewing all statutory processes including fire safety, health and hygiene, water L8, regulatory training, sale of alcohol.
- Delivered a property refurbishment project over the last year without compromising on guest experience or revenue. The project is at the last stages with the public areas to be done over the next few months.
- Renegotiated with the various suppliers and introduced savings of around 20% while raising the quality of the produce coming into the hotel

DeVere Village Urban Resorts Coventry

Food and Beverage Manager

Mar 2011 – June 2014

Part of the DeVere Hotel group with 26 hotels in England.

My responsibility area is to manage the grill restaurant and bar, the Victory Pub operations leading a team of 37 staff, 6 team leaders and three managers with a turnover responsibility of £2.2 million.

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Key Accomplishments

- Fiscal Year 2012-2013: Increased topline sale of around £80 k converting at around 45% and adding £35k to the bottom line.
- Fiscal Year 2011-2012: 3% Sales growth on Budget and 10% on LFL; increased conversion to the bottom line by £25k.
- Reduced the historical stock deficit from £30 k in starting of 2012 to £8 k by the end of 2012 and at the moment showing surplus of £8 k for the year.
- Lowest labour percentage in the group for both the restaurant and the pub coming in at 15.8 and 17.9 % against budget of 18.5 and 21%.
- Responsible for training of new Managers for the region

Previous Employers

General Manager Ask Restaurants Ltd

Aug 2010 – Feb 2011

General Manager. Milan Restaurant

General Manager, Prana Restaurant, Bar & Lounge, Birmingham

Educational Qualifications

July. 2022 - Ongoing: Code your Future, London

Full Stack Developer course.

Sep. 2022-Nov. 2022: Bath Spa University, Bath Spa

Web Development Bootcamp

Jan. 2019 - Feb. 2022: Aston University, Birmingham

Master of Business Administration.

Hotel Institute Montreux, Switzerland

Diploma in Hospitality with Specialization in F&B operations and HR

Institute of Hotel Management Catering Technology, Delhi, India.

Diploma in Hospitality.

Interests

Avid reader and focusing on improving myself. Working on improving my life balance and managing my time to bring in oft neglected pleasure of travel.

I have trained in **NLP** up to a trainer level which allows me to make the changes necessary to have a fulfilling life and moving forward.