

ARAVINDAN RAVI

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PROFESSIONAL SYNOPSIS

An astute, results-oriented leader with proven success of around 18 years in managing Operations, Process Management, Quality Management / Audits, Business development, Guest Relation Management, Training & development in the Hospitality Industry. Currently designated as Associate Director of Food & Beverage in The Leela Kovalam, Kerala, Managing Business Process and Operations of Food & Beverage Department. Having experience of driving the Top line revenue & GOP, various Quality improvement processes and planning training for continual improvements in the services. Effective communicator with good interpersonal skills & abilities, leading cross-cultural teams & establishing relationships for achieving organizational and personal goal.

ORGANIZATIONAL EXPERIENCE

THE LEELA KOVALAM, ASSOCIATE DIRECTOR OF FOOD & BEVERAGE (FEBRUARY 2024 – TILL DATE)

A 5-Star deluxe Hotel in Kovalam Kerala with 188 keys, private beach spread across 67 acres, having a 128 Crore turnover per annum, with a Food and Beverage business of 42 Crores per Annum. Operating 3 restaurants, 2 Bars, In Room Dining and Banquets.

THE OTERRA HOTEL - BENGALURU

DIRECTOR OF FOOD & BEVERAGE (APRIL 2022 – FEBRUARY 2024)

FOOD & BEVERAGE MANAGER (AUGUST 2019 – MARCH 2022)

A 5-Star deluxe Hotel in Bengaluru ranking 3 in Trip Advisor having a 80 Crore turnover per annum, with a Food and Beverage business of 32 Crores per Anum. Operating 3 restaurants, 1 Bar, In Room Dining and a Total Banqueting space of 15000 sq.ft. indoors & 160000 sq.ft. outdoor space of Lawn. Launched a new Indian specialty Restaurant on October

ACHIVEMENTS:

- Department of the Year 2019-2020.
- Leader of the Quarter Year 2022, April – June.
- Department of the Quarter Year 2022, April – June.
- Departmental GOP of 47%.
- Highest Revenue per staff 6.5 Lacs.
- Part of the key team spear heading 5 Star classification.
- Part of key team Implementing of ISO 22000:2018
- Successful implementation of a Food & Beverage Loyalty program leading to an organic growth of guest base.
- Generated the Highest ever F&B revenue since the start of the Hotel for the month of November 2022.
- F&B revenue contributing 40% YTD towards the total revenue of the Hotel from 34%YTD.
- In-charge of Crunch team – internal team created with staff from every department to tackle busiest business days.

KEY RESPONSIBILITIES

- Planning the Operations for exceeding Guest service satisfaction.
- Driving Revenue & GOP.
- Banquet Sales & Business Development.
- Appointing skilled staff Members.
- Guest Relationship Management
- P & L Review of the department.
- Preparing the Departmental Budget & capex.

PREVIOUS ASSIGNMENTS

- Worked as an Assistant Food & beverage Manager at Feathers Hotel Chennai since June 2018 until July 2019.
- Worked as an Assistant Food & beverage Manager at Aloft Coimbatore since February 2017 until May 2018.
- Worked as an Assistant Food & beverage Manager at Golden Tulip Bangalore since September 2015 until January 2017.
- Worked as a Restaurants & Bar Manager at The Deltin Hotels & Casinos, Daman since March 2014 till August 2015
- Worked as a Restaurant Manager at Alila Diwa Goa from October 2013 to February-2014.
- Worked as Assistant Manager Food & Beverage Service for All Day Dining restaurant, Lobby Lounge & Bar at Radisson Blu hotel, Airport Chennai from October 2012 to October 2013.
- Worked as a Senior Executive F&B at Alila Diwa Goa May 2011 to October 2012.
- Worked as a F&B Executive for TAJ FISHERMAN'S COVE, Chennai since March 2010 to March 2011.
- Worked as a F&B Supervisor for THE OBEROI UDAIVILAS, since March 2007 to January 2010.
- Six months training at FORTUNE RESORT BAY ISLAND Welcome group Andaman.

ACADEMIC QUALIFICATION

- D.H.M.C.T. at State Institute of Hotel Management & Catering Technology, Trichy, Tamilnadu **2003 - 2006**.
- B.B.A. at Alagappa University, Karaikudi, Tamilnadu **2003 - 2006**.
- M.B.A. at Alagappa University, Karaikudi, Tamilnadu **2006 - 2008**.
- H.A.C.C.P. at State Institute of Hotel Management & Catering Technology, Trichy, Tamilnadu **2005 - 2006**

PERSONAL INFORMATION

Date of birth : 28.06.1985
Age : 38 yrs
Sex : Male
Nationality : Indian
Marital status : Single

DECLARATION

I hereby declare that the above-furnished details are true to the best of my knowledge.

PLACE:
DATE:

YOURS TRULY
(ARAVINDAN RAVI)