

# KUNAL DAVE

Hospitality Professional with Sales Expertise

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Mumbai, India

## EXPERIENCE

### ADOS (Maharashtra & Gujarat)

#### Buena Vista Luxury Resort

10/2023 - Present Jaipur, India

High-end luxury resort specializing in leisure and corporate stays.

- Current position as Associate Director of Sales & Marketing.
- Responsible for handling Maharashtra & Gujarat markets and increasing sales.

### Senior Sales Manager

#### Jaisalmer Marriott Resort & Spa

06/2023 - 09/2023 Jaisalmer, India

A premier hotel in the desert city of Jaisalmer offering luxury accommodations and services.

- Senior Sales Manager overseeing sales strategies and guest relations.
- Involved in managing sales teams and strategic partnerships.

### Associate Director of Sales & Marketing Manager

#### Buena Vista Luxury Resort

05/2022 - 06/2023 Jaipur, India

Luxury resort known for its service excellence.

- Handled Mumbai Metropolitan market and corporate accounts.
- Organized various successful events and exhibitions to promote the resort.

### Sales & Marketing Manager

#### Buena Vista Luxury Resort

06/2021 - 05/2022 Jaipur, India

A premier resort emphasizing luxury services.

- Managed room sales for corporate and travel agents.
- Developed strong relationships with key clients and high-profile companies.

### Assistant Sales Manager

#### Ramada Caravela Beach Resort

05/2019 - 06/2020 Varca Beach, Goa

Renowned beach resort known for its premium facilities.

- Serviced the Western market in Mumbai focusing on pharmaceuticals and banking sectors.
- Developed strategies for sales growth and team performance.

### Sales Executive and CRM Software Trainer

#### The Orchid Mumbai

03/2018 - 05/2019 Mumbai, India

A luxury hotel known for its exceptional service in the hospitality industry.

- Managed sales for pharmaceutical companies and ensured achievement of team sales targets.
- Implemented strategies to improve customer retention and satisfaction.

### Night Auditor

#### Ibis Hotel of Accor Group

05/2017 - 11/2017 Auckland, New Zealand

A budget hotel brand under Accor providing essential services.

- Managed night operations, collected receivables, and maintained security.
- Ensured accuracy of guest charges and transactions.

## SUMMARY

I am an experienced hotel management professional with over ten years in the industry and a strong background in sales. Having completed a Post-graduation in Hotel management and an Advance Diploma in Business Administration, I excel in customer service and event management. My proven track record of increasing sales and enhancing guest experiences makes me a valuable asset in any hospitality setting.

## KEY ACHIEVEMENTS

### ★ Achievements in Professional Development

Worked on a TV Show on COLORS Channel as a Junior Chef.

Received Best Employee Award and conducted CRM Software Training for hotel staff.

## LANGUAGES

English  
Proficient



Hindi  
Native



Marathi  
Native



Gujarati  
Native



## SKILLS

Cricket

crm software

ms office

RFP

## PASSIONS



### Sports and Cooking Enthusiast

Enjoy playing cricket, volleyball, chess, cooking and spending quality time with friends and family.

## COURSES

Post Graduation in Hotel Management

## EXPERIENCE

### Assistant Sales Manager

#### Hotel Sea Rock Inn

07/2014 - 03/2016 Daman, India

A comfortable hotel located in Daman known for its event-hosting capabilities.

- Achieved monthly sales targets and developed promotional packages.
- Managed banquet parties and events at the hotel.

### Reservations Executive

#### Comfort Inn Heritage

01/2014 - 07/2014 Mumbai, India

A heritage hotel recognized for its hospitality and customer focus.

- Scheduled reservations and communicated with potential clients.
- Conducted telephonic marketing campaigns.

### Front Office Associate

#### INTERCONTINENTAL THE LALIT

12/2012 - 11/2013 Mumbai, India

Luxury hotel offering world-class services and accommodations.

- Handled customer check-in/out and assisted in the business center.
- Provided training to interns and new staff members.

### Front Office Associate

#### ITC The Grand Maratha

04/2012 - 12/2012 Mumbai, India

A prestigious hotel offering luxury services and accommodations.

- Performed cashiering and check-in duties for guests.
- Maintained positive guest experiences during check-in.

### Trainee

#### INTERCONTINENTAL THE LALIT

12/2010 - 05/2011 Mumbai, India

A training program aimed at building expertise in hotel management.

- Participated in hands-on training in various hotel departments.
- Gained foundational skills in hospitality management.

## EDUCATION

### Post-Graduation in Hotel Management

#### Pacific International Hotel Management School

04/2017 - 04/2017 New Zealand

### Advance Diploma in Business Administration

#### Welingkar Institute of Management Development and Research

06/2016 - 06/2016 Mumbai, India

### Bachelor of Science in Hospitality and Tourism Studies

#### Mumbai University

03/2012 - 03/2012 Mumbai, India

### Higher Secondary Examination

#### Mumbai University

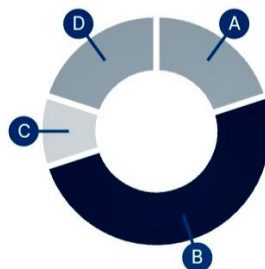
06/2008 - 06/2008 Mumbai, India

### Senior Secondary Examination

#### Mumbai University

06/2006 - 06/2006 Mumbai, India

## MY DAY



- A Telecalling
- B Sales visit
- C Email box
- D Strategies for next week

## CERTIFICATION

### CRM Software Trainer Certificate

Received Certificate for Training and conducting conference for all Pan India Orchid Hotel for CRM Software.



## REFERENCES

**Mr. Mohan Bist – (Asst. H.R Manager in Intercontinental TheLalit)**  
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**Mr.Surya Rao - ( VP Sales in Comfort Inn Heritage**  
+91 9820570959

**Mr.Vishal Kamat - (CEO of Kamat hotels India Limited**  
9967533355

**Mr. Prahlad Advani - ( Director of Advani hotels India limited)Caravela beach Resort Varca Goa**  
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**Ms.Ayesha Langer (Director of Sales & Marketing Jaisalmer Mariott Resort)**  
9769292266

**Mr.Lawrence D`Souza - ( Comfort Inn Heritage)**  
+91 9075097633

**Mr.Mihir sarkar - ( VP Sales in Byke Hospitality )**  
+91 9820424153

**Mr.Amit Sidana - (National Head of sales & Marketing &Revenue Distribution- The Orchid Mumbai**  
+ 91 9945532460

**Mr.Niraj ojha - (VP Sales and marketing)Caravela beach Resort Varca Goa**  
+918879797101

## INDUSTRY EXPERTISE

1)Emmay entertainment 2)Travnet 3)Click Paramount 4)Picture perfect 5)Magic trip 6)Mayurpankh 7)Filmy keeda Production 8)Distinctdestinations 9)2 HUB 10)Reliance Entertainment 11) Zydus cadilla 12) Otilla International 13)Window seat 14)Zydus cadilla 15) ONGC 16)Plan c 17)Alkem 18) F5 Advertainment 19)Zee Essel 20)Wed in Luv 21)Mahindra house 22) Elite Hospitality 23)Shreem events 24) Arihant Holidays 25)Bhoomi Events 26) RK Vacation 27) Thomas cookClassic 28) FCM travel 29) Amigo 30) Kabra events 31) Sita travel 32) Castle & Coaster 33)Arika Events 34) Sunpharma 35)Zuventus 36) Cineyug 37)The wedding wale 38)SOTC 39) Wedding sutra 40)Mondelez 41) Weddingcorp. 42) Nestle 43)Travel Lounge 44)Pragya tour 45)ENY 46) Tamarind Global 47) L&T. 48) Wizcraft 49) Destinationz weddingplanner 50)Dharma Production 51) Abott 52) ICICI pru 53) Godrej 54) Cottage tours 55) ABG fashion 56) Standard charteredbank 57) Travel Boutique 58) KYC events 59)India first lifeinsurance 60) Luxury my wedding. 61) Momente weddings 62) Serdia pharma. 63) JSW steel 64) KPMG 65) Union asset 66) Glenmark 67)PWC Bar council 68) Zydus 69)sodexo. • Oversee corporate and travel agent room sales for the hotel. • Develop and execute action plans aligned with hotel business strategies to achieve sales goals, updating these plans and financial objectives quarterly. • Proactively identify and pursue new market opportunities to increase sales revenue. • Represent the hotel at industry events and exhibitions. • Implement all sales action plans for assigned market areas as detailed in the marketing plan. • Conduct daily sales calls and arrange site inspections for corporate clients. • Ensure prompt communication and cultivate strong, long-term business relationships with clients and properties. • Maintain the highest standards of customer service. • Collaborate with sales team members on sales calls to acquire new business.