

BAANKE PRASHAR

Santacruz East, Mumbai –400055

✉ E: prashar.baanke@gmail.com ✉ M: +91-8780912248

Hotel Management and Operations

Driven, result oriented, and energetic **professional** with 15+ years of experience in **Sales and Operation management** offering an exceptional teamwork spirit and positive attitude.

Experienced managing within budget guidelines, maintaining an effective flow of Communication and developing a strong team attitude among the employees, proven skills in setting and achieving goals, supplying above-average training skills and adding to Top-line by improving service, rectifying defects and increasing efficiency

Work well with all types of personalities; able to perform hiring and termination duties effectively and professionally. Conscientious, customer service oriented and highly focused with strong follow through skills and effective time management abilities. Loyal, possess strong common sense with a keen sense humor and committed to a job well done.

Expertise Includes:

- Convention Sales
- Negotiations
- Team Leading
- Schedule Management
- Corporate Relations
- Training & Motivation
- Budget Management
- Public Relations with HNI
- Sales Management
- Pre-opening
- Business on Books
- Quality Assurance

Educational Credentials

✉ B.sc Hotel Management and Tourism from Annamalai University, Tamil Nadu, India

✉ Diploma in Hospitality Management from Gujarat Institute of Hotel Management

Professional Experience

Director of Sales and Marketing [279 Keys, Team Size: 15]

Taj Santacruz, Mumbai

Mar 2024 – Till date

Director of Sales [660 Keys, Team Size: 25]

Grand Hyatt Mumbai, Mumbai

Apr 2022 – Mar 2024

DOS & DOPs In Training [108 Keys, Team Size: 8]

Courtyard Marriott, Raipur

Apr 2018 –Apr 2022

ADOS and promoted as DOS [133 Keys, Team Size: 9]

Courtyard Marriott, Surat

Apr 2017 – Apr 2018

Senior Sales Manager [133 Keys, Team Size: 9]

Marriott, Renaissance Mumbai and Convention Centre

May 2015 –Mar 2017

Assistant Sales Manager

Taj Group of Hotels, Colaba Mumbai

Feb 2014 –May 2015

Sales Manager

The Leela, Mumbai

Jul 2013 – Feb 2014

Asst. Sales Manager

Wyndham Hospitality Worldwide, Minnesota USA

Apr 2010 – Jan 2013

Food & Beverage Associate

Hyatt Regency Mumbai, Mumbai

Jan 2009 – Mar 2010

Professional Accountabilities

- Collaborate with executive-level management in the development of performance goals and long-term operational plans
- Maximize efficiency and productivity through extensive process analysis and interdepartmental collaboration
- Set strategic goals for operational efficiency and increased productivity
- Work with project managers in the development of financial and budgetary plans
- Analyze current operational processes and performance, recommending solutions for improvement when necessary
- Develop, implement, and monitor day-to-day operational systems and processes that provide visibility into goals, progress, and obstacles for our key initiatives
- Build and maintain relationships with all department heads, external partners, and vendors to make decisions regarding operational activity and strategic goals
- Plan, monitor, and analyze key metrics for the day-to-day performance of the operations to ensure efficient and timely completion of tasks
- Devise strategies to ensure growth of programs enterprise-wide, identifying and implementing process improvements that will maximize output and minimize costs
- Uphold organization policies and standards, ensuring legislative regulations are followed
- Work closely with human resources to lead team with integrity and establish and maintain a trusting, inclusive, and productive environment

Personal Details

Gender

Male

Languages Known

English, Hindi, Gujarati

References Available Upon Request