



Contact

Phone

+91 8051157588, 7541984364

Email

asit.ghosh3@gmail.com

Core Competencies

- Strategic Planning
- Financial Management
- Budgeting
- Team Leadership
- Client Relationship Management
- Sales & Marketing
- Operational Efficiency
- Inventory Management
- Procurement
- Event Coordination
- Customer Service
- Performance Management
- Risk Management
- Business Development
- Conflict Resolution
- Quality Control
- Cost Control
- Compliance Management
- Staff Training & Development
- Negotiation

Asit Ghosh

General Manager

Achievements: Best Performing General Manager Awards 2017-18, at Cygnett Hotels and Resorts Pvt.Ltd, Second Runner Up (India & Nepal).

Award winning General Manager with 26 years of diverse experience in the hospitality industry, including high-volume hotels, resorts, bulk mega catering, retail, and industrial catering. Proven expertise in Food & Beverage management, staff training, budgeting, inventory management, and guest relations. Adept at driving sales growth, optimizing profit margins, and implementing strategic business plans to enhance operational efficiency. Strong background in P&L management, operations oversight, and customer service excellence. Skilled in leading cross-functional teams, handling corporate client relationships, and ensuring compliance with industry standards. Proficient in strategic planning, market segmentation, business development, and performance management.

EXPERIENCE

- **General Manager**
Rejenta Central By Royal Orchid Hotels.
January 2024 – Present
- **General Manager**
Sarovar Hotels & Resorts, Bhopal
May 2023– 10th Jan. 2024.
- **General Manager**
Spectrum Resorts & Convention, Udaipur
January 2022 – May 2023
- **General Manager**
The Clarks Hotel
July 2018 – January 2022
- **General Manager (Pre-Opening and Operations)**
Cygnett Hotels & Resorts
November 2016 – July 2018
- **F&B Manager**
ITC Fortune Grazia, U.P
May 2016 – Nov. 2016
- **F&B Manager**
ITC Fortune Park Klassik, Ludhiana
September 2013- to November 2015
- **F&B Manager**
Clarks Inn Hotels and Resorts, Moradabad
April 2013 – Sep 2013
- **Promoted from Asst Manager Catering and Sales to Banquet Manager then Asst F&B Manager**
Country Inn and Suites by Carlson Jaipur (5* Deluxe approved)
- **Senior Captain.**
Country Inn and Suites By Carlson , Ludhiana
March 2007 – May 2009 September 21,

Education

Hotel Management

Trade Wings Institute of Management

B.Com

Bidhan Chandra college ,
Asansol. Burdwan University
(W.B)

HS.

West Bengal Board Of Higher
secondary Education. Intermediate
(Commerce)

Personal Details

• **Nationality : Indian**
Merital Status- Married

• **Add – B-7, B. S. Estate,
Anil Sur Path, Droad,
Kadma, Jamshedpur, Pin
801105**

Senior Captain
The Grand Lilly Resorts. Jalandhar.

Sep 2002 To march 2007
Only 5* star Resorts In Punjab.
Managed catering for 9,000 guests.

Captain

Hotel President, Jalandhar

Dec 1999 –Nov 2002

Hotel Operation Trainee

Hotel Plaza Inn
March 1998 to Nov 1999

RESPONSIBILITIES

Financial Management & Reporting:

- Ensure monthly financial forecasts for Rooms, Food & Beverage, and Administrative & General expenses are consistently accurate and aligned with budget targets.
- Drive revenue maximization through advanced sales strategies and yield management programs, optimizing room yield and overall hotel revenue.
- Prepare and present comprehensive monthly financial reports to owners and stakeholders, highlighting performance metrics and financial trends.
- Develop and manage detailed budgets (including revenues and costs) for owner approval, aligning financial strategies with operational goals.

Procurement & Vendor Management:

- Oversee the procurement process for operating supplies and equipment, ensuring cost-effectiveness and compliance with quality standards.
- Negotiate and establish contracts with third-party vendors for essential equipment and services, optimizing terms and service levels.

Leadership & Team Development:

- Serve as the final decision-maker in the recruitment and hiring of key staff, ensuring alignment with organizational standards and needs.
- Provide strategic leadership to the Hotel Executive Team, facilitating career progression and professional development.
- Coordinate closely with Department Heads to ensure the effective execution of activities and functions across all departments.

Operational Oversight & Compliance:

- Manage and oversee all departmental operations, working daily with department heads to ensure seamless function and service delivery.
- Address and resolve all guest complaints with a proactive approach, taking full ownership and responsibility.
- Ensure adherence to the Occupational Health & Safety Act, fire regulations, and other legal requirements, maintaining compliance with federal, state, and municipal laws.

Business Planning & Strategy:

- Lead business planning activities, setting and achieving short- and long-term strategic goals for the property.
- Respond to audits and implement continuous improvement strategies to enhance operational efficiency and quality.
- Oversee marketing, sales, and operational activities to meet budget goals and enhance property visibility through ATL (Above the Line) and BTL (Below The Line) marketing initiatives.

Human Resources & Employee Relations:

- Establish and maintain a proactive human resource function, focusing on employee motivation, training, development, and compliance with labor regulations.
- Implement and maintain effective communication systems to ensure



- Engage with the general public, customers, employees, unions, and government officials with professionalism and tact.

Operational Excellence:

- Execute general administrative management tasks including cost/revenue management, property management, and adherence to SOPs and safety standards.
- Develop and implement improvement actions and cost-saving measures, ensuring efficient resource utilization and operational excellence.

Pre-Opening Experience

- Responsible for the entire operational Set-up from pre –opening stage to day to day running with all focus on guest hospitality issues, revenue generation, safety & environmental standards, quality control with maintaining public health standards, budgeting and inventory controls.
- Full responsibility & accountability for managing entire Hotel Operations including recruitment, hiring, orientation, coaching, counseling, training, wage and salary administration, performance appraisals and succession planning.
- Responsible for developing procedures, service standards and operational policies, planning & implementing effective control measures to reduce/maintain running costs of the unit.
- Hotel Operations, Guest Relationship Management, Resource Management and People Management in Hospitality Industry.
- Expertise in managing wide range of activities such as personnel administration, office administration, client relationship management, profit and loss management.
- Adept at maintaining service standards and operational policies, planning & implementing effective control measures to reduce running costs of the unit.
- Recognized for outstanding organizational skills, creativity, artistic display, public relations and an ability to consistently exceed guest expectation.
- Proficient in menu planning, inventory management and maintenance of a hygienic environment. • Excellent communication, inter-personal, relationship management and problem solving skills.

Asit Ghosh

Respected Hiring Manager,

I am excited to submit my application for the General Manager position at your Company, as advertised. With over 26 years of diverse experience in the hospitality industry, including roles as General Manager, I have honed my expertise in team management, strategic planning, and operational efficiency. My career has been marked by a proven track record of enhancing profitability, leading high-performing teams, and delivering exceptional guest experiences. I am confident that my skills in budgeting, inventory control, and marketing strategy will be valuable assets to your organization.

In my recent role at Hotel Regenta Central by Royal Orchid Group, I successfully managed all aspects of hotel operations, from financial oversight to guest relations and procurement. I led the development and implementation of strategic plans that resulted in improved revenue and guest satisfaction. My ability to balance operational demands with high standards of service has been instrumental in achieving and surpassing targets.

I am enthusiastic about the opportunity to contribute to [.....] and bring my expertise in hospitality management to your team. I look forward to discussing how my background and skills align with your needs and how I can support your organization's goals. Thank you for considering my application. I am eager to explore the possibility of contributing to your continued success.

Sincerely,
Asit Ghosh