

AMANAT JAISINGHANI

amanatjaisinghani@gmail.com | (416) 832-3356

<https://amanatjaisinghani.github.io/Amanat-Jaisinghani-Interactive-Resume/>

PROFILE

An analytical organized professional with over ten years of hospitality and management experience. Enterprising and ambitious, with a positive, approachable attitude, and a thirst for learning. Resilient problem solver who is adaptable when challenges and opportunities arise. Excellent at account management and client retention. Proficient in HTML, CSS, JavaScript, and Bootstrap.

EXPERIENCE

- 2013 - 2021 Sales Manager | Hilton Toronto**
- Accelerated sales by exceeding targets.
 - Recipient of Hilton's Circle of Excellence 2019. Achieved 143% of 2019 annual target of \$1.5M.
 - Achieved 118% of 2018 annual target of \$1.2M and 103% of 2017 annual target of \$1M.
 - Enhanced the site visit experience in 2019 with a conversion rate of 98%.
 - Solicited new accounts through targeted sales efforts and by shifting market share.
 - Conducted market analysis to build budgets and manage forecasts to maximize revenue.
 - Executed marketing tactics by creating content, based on industry trends that generated new revenue streams and deliver a high return on investment.
 - Engaged in multiple task force opportunities in various markets and cities.
- 2018 – 2021 President | CHMSE (Canadian Hotel Marketing & Sales Executives)**
- Oversaw the activities of the Board of Directors including the Executive team.
 - Chair Board of Directors meetings including setting agendas.
- 2010 – 2013 Duty Manager | Residence Inn by Marriott Downtown Toronto**
- Supervised front office associates and encouraged their development.
 - Strategized ways to maximize revenue by accelerating occupancy, boosting Average Daily Rate and Revenue Per Available Room
 - Audited the guest ledger by balancing revenue, resolving discrepancies, and producing daily reports.
 - Administered schedules and payroll, prepared invoices, and assisted with accounts receivables.

EDUCATION

- 2010 - 2012 George Brown College | Toronto, Ontario**
Bachelor of Applied Business (B.A.B.) in Hospitality Operations Management
- 2008 – 2010 George Brown College | Toronto, Ontario**
Special Events Planning – Destination Tourism
- George Brown College | Toronto, Ontario**
Centre for Hospitality and Culinary Arts - Program Advisory Committee Member