

Professional Summary

Results-driven and seasoned executive with over 15 years of experience in the Food & Beverages sector, specializing in premium alcoholic products. Proven track record in new business development, hospitality, and wine expertise. Currently leading as a Senior Director at Inazuma.co, overseeing pan-India distribution and strategic growth initiatives.

Professional Experience

Senior Director - Premium Alcoholic Products

Inazuma.co | January 2020 - Present

Director - Business Development

VinoVista Ltd. | June 2015 - December 2019

Key Achievements:

- Increased market share by 30% through targeted new business development strategies.
- Established partnerships with 5 new international wine suppliers, expanding the product portfolio by 25%.

Responsibilities:

- Led business development initiatives across India.
- Managed a team of 8 business development executives.

Regional Manager - Hospitality

The Wine Cellar | March 2010 - May 2015

Key Achievements:

- Improved customer satisfaction ratings by 40% through enhanced hospitality services.
- Successfully launched 3 new wine and dine events, increasing revenue by 20%.

Responsibilities:

- Overseeing hospitality operations across 3 locations.
- Training and development of hospitality staff.

Sales Manager

Beverage Solutions Inc. | January 2008 - February 2010

Key Achievements:

- Consistently met or exceeded quarterly sales targets, with a peak increase of 15% in one quarter.
- Developed and maintained strong relationships with key clients, resulting in a 90% client retention rate.

Responsibilities:

- Managed a sales team of 5, providing coaching and guidance.
- Identified new sales opportunities and developed strategies to pursue them.

Education

Master of Business Administration (MBA)

University of Oxford - Saïd Business School

Relevant Coursework:

- Global Marketing Strategies
- International Trade and Finance

Technical Skills

Business Development:

- Market Analysis
- Strategic Planning
- Partnership Development

Hospitality:

- Customer Service Excellence
- Event Management
- Staff Training and Development

Wine Expertise:

- Wine and Spirit Education Trust (WSET) Certification
- Wine Tasting and Pairing
- Global Wine Market Trends