

# Pranoy Radiya

Problem Solver, Team builder, Strategic and target oriented.

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## EXPERIENCE

### **Lite Bite Foods**, Lower parel/BKC Mumbai — *Assist. Sales Manager corporate sales.*

January 2020 - May 2020.

Worked for Chain of Restaurants by Lite Bite Foods

Brands - Punjab Grill, Shizusan, All good Deli and You Mee.

- Primary responsibility to increase restaurant sales and guest counts, achieving set number of targets on monthly bases by getting private, corporate or group bookings to increase the sales by adding 15% of the revenue of the restaurant sales.
- Managing Outdoor Catering requirements and generating revenue for Cloud kitchen.
- Generating Business from corporates.
- Key Relationship for Corporate events.
- Product launch event.
- Private Events.
- Outdoor catering service.
- Packed foods.

### **Massive Restaurants**, Lower parel/BKC Mumbai — *Assist. Sales Manager corporate sales.*

April 2018 - January 2020

Worked for Chain of Restaurants by Massive Restaurants Brands - Farzi Cafe, Pa Pa

Ya, Masala Library, TYGR, BO-Tai and Yunion.

- Primary responsibility to increase restaurant sales and guest counts, achieving set number of targets on monthly bases by getting private, corporate or group bookings to increase the sales.
- Generating Business from corporates.
- Key Relationship for Corporate events.
- Product launch event.
- Private Events
- Charitable events.
- Multi State events.

## SKILLS

Team player.

Adaptable.

Quick Learner.

Self-Motivated.

Positive minded.

## AWARDS

**Awarded with Trip to Thailand for achieving a targeted number of cars in 2014.**

**Awarded with certificate for selling highest number of cars by corporate sales year 2015-2016.**

**Awarded with Star Performer Corporate and overall Sales of the year 2016-2017.**

**Organized Multi State events for Indian School of Business.**

## LANGUAGES

English - Write, Read and Speak.

Hindi - Write, Read and Speak

## **Auto Hangar (I) PVT LTD, Andheri Mumbai — Sr. Sales Consultant**

October 2013 - April 2018

Worked as a Sr. Sales Consultant Corporate in Honda Car sales.

Marathi - Read and Speak.

Gujrati - Speak.

- Customer Relationship.
- Generating leads and turning them into opportunities for sales.
- Contacting potential customers via telephone, email and face to face.
- Arranging meetings with prospects in order to demonstrate products.
- Planning and working towards the set target by directors.
- Customer satisfaction.

## **BPO's Navi Mumbai — Customer Service Agent**

MONTH 2011 - 2013

Worked for Different BPO's as a customer service agent for inbound and outbound sales.

- Inbound order Taking for McDonalds
- Outbound Sales for Walmart Coupons.
- Quality couch for International process.

## **EDUCATION**

### **Mother Mary's English High School, Mumbai — School**

Year 2008

### **Swami Vivekanand College of Science and Commerce, Navi Mumbai — Junior College.**

MONTH 2008 - MONTH 2011

Physics, Chemistry, Math's & Electronic.

### **YashwantRao Chavan Nashik university, Navi Mumbai — B.com.**

MONTH 2015 - MONTH 2018

Bachelor's in commerce.

## **COURSES**

### **Google – Digital Marketing, Online**

Learned Digital Marketing from Google online Program.

Year 2020