

Talha. K. Akhtar

Sales Professional

Contact

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Skills

Closing

Market sales

Excel

Outlook

PowerPoint

Microsoft Word

Relationship building

Positive and upbeat

Time management

Experienced with a demonstrated history of working in the hospitality industry. Skilled in Sales Negotiations, Hospitality Management, and Hotel Management. Strong business development professional with a B A Hons in Hospitality focused in Hospitality Administration/Management from Institute of Hotel Management - Aurangabad. Service-oriented Sales Manager with more than 7 years of experience developing relationships and partnerships, servicing accounts and boosting profits. Strategic and analytical with motivational leadership style and expertise in building new network connections, promoting products and expanding territories.

Work History

2019-05 -
Current

Sales Manager

JW Marriott Mumbai Sahar, Mumbai, MAHARASHTRA

- Driving both group & catering business from catchment area and prime business.
- Focusing on driving high ADR and APC for each hotel.
- Formulating Local Standard Operating Procedures (LSOP) to ensure smooth functioning.
- Making use of the selling tools provided by the hotel efficiently and effectively to drive more business

2015-06 -
2017-11

Sales Center Manager

Renaissance Hotel Lucknow, LUCKNOW, UTTAR PRADESH

- Joined as a Sales Manager in the Pre Opening Team for both hotels.
- Handling both the properties as a complex with multiple team goals.
- Driving both group & catering business from catchment area and prime business
- Focusing on driving high ADR and APC for each hotel.
- Formulating Local Standard Operating Procedures (LSOP) to ensure smooth functioning
- Making use of the selling tools provided by the hotel efficiently and effectively to drive more business

Review of contracts

Solution selling

Decisive

Languages

Urdu

English

Hindi

Arabic

2013-08 -
2015-06

Assistant Sales Manager

JW Marriott New Delhi Aerocity, New Delhi

- Joined as an Assistant Sales manager in the Pre Opening Team
- Handling both the properties as a complex with individual goals
- Driving both group & catering business from catchment area and prime business (Corporate Delhi – NCR, Travel Trade and International Organisations
- Tapping new companies
- Implementing strategies to maintain retention accounts and ensure continuous production
- Making use of the selling tools provided by the hotel efficiently and effectively to drive more business

2012-09 -
2013-07

Sales Executive

Marriott Hotels Resorts & Spa - Jaipur, Rajasthan

- Handled a complex and busy property of North India cluster (362 Keys).
- Reactive Sales (groups and catering) for Jaipur - Corporate, Travel & Trade and MICE, and International market till end of July 2013.
- Got Involved in Pro active calling and closing deals.

2011-07 -
2012-06

Sales Executive

Courtyard By Marriott Pune Hinjewadi, Pune, Maharashtra

- As a Sales Voyager (Management Trainee), I Started my career with the Courtyard by Marriott Pune Hinjewadi with (153 keys)
- Worked as a Management Trainee solely handling the entire sales center for more than 6 months
- In that period helped achieve the hotel reach a Rev Par Index of 2.29
- Sub department- Reactive Sales (groups and catering) from South India Source market- Bangalore, Chennai & Hyderabad
- Along with a segment of local market sales and Complete Social Sales for the hotel
- Efficiently trained in Opera (PMS for Sales & Catering)

- Confirmed business at high APC & ADR for both corporate and social accounts.

2009-09 -
2010-02

Sales Trainee

*Gemini Continental Luckow, LUCKNOW, UTTAR
PRADESH*

2008-06 -
2008-09

Sales Trainee

Vivanta By TAJ Lucknow, LUCKNOW, UTTAR PRADESH

Education

2007-07 -
2011-05

Bachelor of Arts: Hotel Management

Institute Of Hotel Management - Aurangabad

Interests

Adventure Junkie

Trekking

Traveling

Badinton