**[KAMLESH KUMAR](https://kamlesh-resume.netlify.app/)**

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## Hospitality & Operations Leader | 18+ Years of Experience in B2B Sales, Client Onboarding & P&L Management

## Professional Summary

Accomplished professional with 18+ years of expertise in driving P&L growth, B2B sales, and client onboarding across hospitality, travel, internet, and cleantech sectors.

- **$2.5M+ annual revenue generation** and **7,500+ business deals** closed.  
- Managed operations for **10,000+ hotels** and spearheaded **AI-powered hospitality platforms**.  
- Technical expertise in **MERN stack, generative AI, and advanced web technologies** with a strong portfolio of innovative solutions.

## Core Competencies

|  |  |  |
| --- | --- | --- |
| Sales & Marketing | Operations | General Management |
| B2B Sales, Lead Generation, Inside Sales, Sales Planning | Hotel Operations, Budgeting , Restaurant Management | Team Leadership, Recruitment, P&L |
| Digital Marketing, SEO, ATL/BTL Marketing | Preopening, Procurement | Franchising, Management Contract |
| Sponsorships, Partnerships | Project Management | Legal Knowledge |

## Technical Skills

|  |  |  |
| --- | --- | --- |
| Front-End | Back-End | AI/ML |
| React.js, JavaScript, HTML5, CSS, API | Node.js, Express.js, MongoDB, Github, SQLlite | Generative AI, RAG, Hugging Face, Embedding |

## Professional Experience

### Sales and Marketing Consultant

Remote | Part-Time | May 2020 – Present

* Delivered comprehensive consulting services in **lead generation, digital marketing, and social media strategy**.
* Developed marketing assets including **pitch decks, brochures, and newsletters**, driving engagement across multiple platforms.
* Supported startups in industries such as **EV Battery Analytics, POSH Law, Deep Tech Hardware and Fuel Delivery**, resulting in measurable revenue growth.

### Program Manager

TLC Relationship Management P Ltd, Bangalore & Kolkata | Dec 2018 – Apr 2020

* Led a profit center team of **inside sales executives** and operational staff, achieving **$2M+ in annual revenue oversight**.
* Acquired new customers through **lead generation**, inside sales, and **corporate partnerships**.
* Designed and tracked **monthly and annual budgets**, ensuring alignment with P&L goals.
* Directed **recruitment, training, and team engagement** initiatives, boosting team performance by 25%.

### Senior Manager – Inside Sales, Activations & Online Hotel Booking Operations

Little Internet Pvt Ltd, Bangalore | May 2015 – Sep 2018

* Led a **24-member inside sales team**, achieving 150% of sales targets consistently.
* Managed inventory and optimized rates for **10,000+ hotels**, driving operational efficiency.
* Conducted **BTL campaigns** across six cities, enhancing brand visibility and generating new leads.

### Business Partner - Route Infinity (a travel Startup)

Aug 2011 to Apr 2015 (3 years 9 months)

* Managed various aspects of the business, including hotel contracting, bookings, conferences, and group tours and excursions.
* Some of the clients and Projects handled were: o Route Infinity Travels– corporate travel, group bookings, conferences and summits
  + Kia camps (a 14-room river side Hotel Cum camping site in Manali),
  + 3 Five-star Hotels – 2 sales Outsourcing + 1 Management Contract
  + 3 Chandigarh based Snacks Food startup for their Operations and BD
* Handled hotel & Restaurant consulting portfolio –, ,

### Asst Manager – Marketing and Sales, Mars Restaurants Pvt Ltd

Jan 2008 to Nov 2013| Mumbai

* Responsible for developing marketing and BTL promotion initiatives across all Hotel and Restaurant units within the brand.
* Ran secondary line of revenue generation vide Sponsorships, Tie ups & Marketing collaborations. Generated YoY 2.5 Cr of Top Line revenue.
* Managed various business development opportunities for patisserie units and hotel Brand in form of Franchisee expansion, management Contracts.
* Handled all Social media pages, advertorials, advertisements, recruitment notices and tender notices.

## Technical Projects

### Full-Stack Budget Based Travel Recommendation App

Built using MERN stack integrating MongoDB, Node.js, Express, and React.js: <https://yatramaker.com>.

### AI Image Generation App

Created a web app for text-to-image generation using Hugging Face models: <https://tryphoto.netlify.app>.

### RAG-Based Hotel System

Developed a generative AI chatbot for hotel recommendations using RAG methodologies: <https://hotelagent.bhargavihospitality.com>.

### Hotel Consulting Website

Built a React JS-based website for hotel consulting, including context-based catalogues and a headless CMS blog: <https://bhargavihospitality.com>.

## Education

### BSc Hotel Management

IHMCTAN Mumbai (2002 – 2005)

### LLB (Hons)

Dhanbad Law College (BBMKU) (2021 – 2024 (expected))

## Certifications

* CS50x: Introduction to Computer Science – Harvard University, edX (2021 – 2022)
* Front-End Development – Scrimba (2021 – 2023)
* React and Advanced React JS – Scrimba (2023)
* AI Engineering – Scrimba (2023)