

# KAMLESH KUMAR

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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, SQLite	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
  - o Kia camps (a 14-room river side Hotel Cum camping site in Manali),
  - o 3 Five-star Hotels – 2 sales Outsourcing + 1 Management Contract
  - o 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)