



Sahil Saini

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CAREER OBJECTIVE

Seeking a challenging career in an organization that would provide me an opportunity to display my abilities, apply the versatile learning from my education and contribute to the growth of the organization and meet the job requirements

ACADEMIC QUALIFICATIONS

- **Post-Graduation M.B.A. in Hospitality & Management, 2017-2019:** Underwent correspondence from Kurukshetra University, Kurukshetra (K.U.K. 'A+' Grade, NAAC Accredited)
- **Bachelor of Hospitality and Catering Technology, B.H.M. & C.T. Class of 2012-2016** Underwent full-time four-year Bachelor of Hospitality program in Personality Development and Communication Skills, with catering technics at Kurukshetra University, Kurukshetra (K.U.K. 'A+' Grade, NAAC Accredited)
- **Senior Secondary Examination in 2012** with Science Background from C.B.S.E.
- **Passed Higher Secondary Examination** in 2010, from C.B.S.E.

WORK EXPERIENCE

SR. TEAM LEADER – BYJUS - DATE MAR,19 – Present

At BYJU'S, we leverage technology to merge best practices like use of videos, engaging content and quizzes with the best teachers so that every child across the globe has access to the best learning experiences. Interactive and engaging learning modules, visually rich content to enable conceptual clarity and lifelong term retention with Personalized learning programs designed for every student, enabled by the power of data science.

Key Responsibilities:

- Identified problems in existing teaching methodology followed in the market to create sales pitches highlighting the implications of ineffective learning/teaching methods and need for Smart Learning.
- Studied Customer Profile to pitch the best suited offerings along with Objection Handling and Price Negotiations.
- Handling clients in priority and making business to client relationship, building direct relationship, personal presentations, etc.

TEAM LEADER • TOPPR • DATE OCT,18 – MARCH,19

Toppr is one of the leading ed-tech platforms in India. With a vision to effectively personalize education using technology, Toppr caters to the individual learning styles of candidates preparing for various school and board examinations, Olympiads, and Scholarship tests. I was a part of the team that is responsible to launch the new Business Unit in Chandigarh.

Initiatives and Achievements:

- Identified potential clientele for the product and conducted client meetings
- Individual contribution of ~17% (among the sales team of 14) to the total revenue of the newly established business unit in Chandigarh
- Ideation and creation of a new Marketing channel by introducing a new platform to prospect potential customers (the overall sales through this channel contributed to ~30% of individual revenue)
- Highest conversion rate of appointments to sales in the business unit (~25%)

OPERATIONS MANAGER • DOMINO'S PIZZA • DATE JUNE,16- SEPT,18

Domino's Pizza, Inc., branded as Domino's, is an American multinational pizza restaurant chain founded in 1960. The corporation is working in India by the name of Jubilant Foodworks

Initiatives and Achievements:

- Joined this company as in Management Trainee and soon promoted to Shift Manager
- While working with this brand, I've learned to make people work as a team, hand being a part of management.
- While handling guest's as well to be the first priority and serving best
- Working with time limits to target sales by building contact sales, corporate sales, and direct marketing as a part of daily activity.
- Achieving target-based opportunities from managing a team of 50 people on daily basics including handling the restaurant team and the food supplies for making Indent and sales targets for while restaurant as well as individual by daily briefings.

FRONT OFFICE ASSOCIATE TAJ GROUP OF HOTELS • 1ST JAN,16–JUN,16

Taj Hotels is a chain of luxury hotels and a subsidiary of the Indian Hotels Company Limited; headquartered at Express Towers, Nariman Point in Mumbai. Incorporated by the founder of the Tata Group, Jamsetji Tata, in 1903, the company is a part of the Tata Group, one of India's largest business conglomerates

Initiatives and Achievements:

- In this period of time, I learned to work with five-star standard for this period of time, and worked with them to learn to provide the quality of service
- Started working on hand made reports for daily guests requests and complaints and developed the online report organizing system for daily required easy analysis
- Making daily reports for check in and check out and also handling cash ledger
- Preparing specialized C-forms for international guests
- Made a new organized hotel magazine for tourists to around the city for leisure and look around in city of beautiful with events and festival collections.

CERTIFICATION DETAILS

- **INDIAN HOTELS COMPANY LIMITED** Internship for Five Star Hotels Management for 6 months for specific department at Management Trainee of accommodation operations in year 2018.
- **INDIAN HOTELS COMPANY LIMITED** Internship for Five Star Hotels Management for 6 months for specific department of accommodation operations in year 2015.
- **THE WORLD HOTEL** Internship for Five Star Hotels Management for 6 months including all departments and their working culture and learning specialisation in year 2014.
- **JAYPEE HOTELS AND RESORTS** Vocational training programme for Five Star Deluxe Properties in AGRA Hotel for 3 months in year 2013.

COMPUTER AND ELECTRONICS SKILLS

- Have seven months of experience in online business development
- Possess knowledge of Property Management Systems (P.M.S.) like Opera, Fidelio, I.D.S., which almost all of the Hotel Chains use for everyday operations
- Possess sound knowledge and hands-on experience in Microsoft Office, and HTML
- Possess basic knowledge of electronic networking, a part of two-month training course in University Campus
- Can operate Windows XP, Vista, Windows 7, Windows 10 and UNIX, LINUX
- Possess knowledge of making presentations, organizing events and using internet operations

- Maintaining profit and loss sheets, balance sheets, making and planning of Budgets, Data Analysis, Sales projection.

ACHIEVEMENTS

- Recognized as one of the best student of the whole University Department of Tourism and Hotel management and awarded by the V.C. of university in front of university of delegations.
- Won first prize in inter-college cocktail and mocktail competition
- Won second prize in intra-college debate competition
- Prepared Automatic Solar powered magnet machine that has also, a solar cooker and storage load cell and a which is used to cook food with the help of Solar Energy.
- Participated in preparation of food and beverage service for P.M. Pranab Mukherjee of India and delegation of India
- Participated and prepared an arrangement for of food and beverage service for C.M. B.S. Hooda of Haryana at Dharohar of Haryana in Kurukshetra

LINGUISTIC PROFICIENCY

- English
- Hindi
- French (Intermediate)
- Regional Language (Punjabi, Haryanvi)

KEY-SKILLS AND ATTRIBUTES

- Possess excellent communication and interpersonal skills
- Gifted with analytical mind and methodical approach to achieve the designated goals
- Committed team member with flexible approach to work and to take initiative wherever required
- Hard working, enthusiastic and honest
- Maintain the spirit of leadership

HOBBIES

- Reading and Surfing over internet
- Gardening, keeping healthy and green plants in surrounding
- Outdoor sports like Playing cricket, table tennis, Hockey etc.
- Indoor games like Assassins Creed and Asphalt 9

PERSONAL DETAILS

- Date of Birth 11th Jan, 1996
- Father's Name Mr. Susheel Saini
- Mother's Name Mrs. Urmila Saini
- Marital status Unmarried

Date:

Place:

(SAHIL SAINI)