**RaviShankar Yadav**

Room, No1 Behram Baugh Jogeshwari (w) Mumbai-400102

**Email id:** rvdv202@gmail.com **Contact no:** 7977931348

**Objective**

To secure a challenging and responsible management position with quality oriented hospitality organization seeking an experienced ,proven hospitality professional with effective entrepreneurial skill in hospitality opreations,sales and marketing ,staff management, budget analysis, cost control and profit improvement etc.

**Professional strengths**

Extremely creative, knowledgeable and resourceful hotel executive with main emphasis in sales and marketing and hospitality.

Proven track record of profitable in distressed market.

Increasing revenues with successful sales and marketing strategies.

Over 8 years’ experience in the hospitality sales & marketing industry.

**Professional Background**

**15/4/2019 - Till present ICIT as Education Consular**

**26/8/2013 – 10/4/2019 The Classic India Boksburg, South Africa**

**Sales Representative**

* Maintained excellent professional relationships with clients from corporate, government, and association segments
* Hired as Guest Service Representative / Promoted to Hotel Sales within 4 months
* Prepared reports as needed for Sales Managers.
* Prepared and sent out sales kits, brochures and client packages as requested.
* Answered and directed all incoming phone calls within the Sales Office.
* Accurately maintained a current and prospective client database.

**10/06/2011 – 10/06/2013 The Sheesha sky lounge, Andheri west**

**Entry level sales representative**

* Preparing weekly and monthly reports.
* Giving sales presentations to a range of prospective clients.
* Coordinating sales efforts with marketing programs.
* Understanding and promoting company programs.
* Obtaining deposits and balance of payment from clients.
* Preparing and submitting sales contact for orders.

**Education**

* Mumbai University Bachelor’s Degree in Commerce’s First Class.

**Skills**

• Customer Service & Relations

• Safety Management

• Multicultural Understanding

• Hygiene Standards

• Customer Relations

• Teamwork

• Problem Resolution

• Interpersonal and Communication Skills

• Time Management

Date:

Place: