



## About Me

Results-driven General Manager with expertise in Sales, HR, Hotel Management, and Operations. Currently seeking career opportunities in Bahrain, ready to relocate immediately and manage self-funded relocation if required.

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## Education

- Suresh Gyan Vihar University (P.G).**  
Industrial Management & Development  
2017 - 2018 (Pursued)
- Narayan Zantye College Of Commerce**  
Bachelor of Commerce  
2012- 2016
- Narayan Zantye College Of Commerce**  
Certificate in Tally, ERP 9, Diploma in MS Word, Excel, PPT.

## Current Status & Availability

- Currently in Bahrain on a visit visa (valid for 1 year, 90-days stay period).
- Available for person and virtual interviews.

## Reference

References available upon request.

# KHAN YAKUB

Dynamic General Manager |  
Leveraging Sales, HR, and Operations  
Expertise to Transform Businesses

## Professional Experience

**Quality Control Manager** 04/2023 - 2025

**R. B. S Contractors & Engineers.**

Streamlined quality control processes, reducing defects by 15%. Overhauled quality assurance systems, increasing customer satisfaction by 20%. Introduced training programs that enhanced team productivity by 10%.

**Production Manager** 05/2022 - 03/2023

**Zash Fish Farm, Goa.**

Implemented innovative farming techniques, increasing productivity by 20%. Reduced operational costs by 25% through sustainable farming practices. Managed a team of 15+ employees, improving workflow and efficiency.

**General Manager - Hospitality** 05/2020 - 04/2022

**The Spice Witch Restaurant And Hospitality**

Revamped restaurant operations, resulting in a 15% increase in revenue. Enhanced customer experience, improving guest satisfaction by 25%. Managed a team of 20+ staff, optimizing scheduling and productivity.

**Senior HR** 06/2017 - 03/2020

**Cremeux Bakeries Pvt. Ltd.**

Promoted from Assistant HR in 2018 based on performance excellence. Spearheaded recruitment efforts, filling critical positions within an average of 2 weeks. Improved employee skills and performance by 15% through targeted training programs.

**Sales Executive** 03/2016 - 06/2017

**Chougule Industries Pvt. Ltd.**

Consistently exceeded sales targets, generating ₹72,00,000 in monthly revenue. Built strong customer relationships, resulting in repeat business and referrals. Developed sales strategies that increased customer retention by 20%.

## Entrepreneurial Experience

**Owner & Manager** 02/2019 - 2025

**Kareem's Kitchen**

Successfully managed restaurant operations, including staff, finances, and customer service. Achieved consistent revenue growth through strategic planning, customer service excellence, and effective marketing. Developed and implemented operational processes that improved efficiency by 20%.

**Franchise Owner** 02/2019 - 2025

**Cremeux Bakeries Franchise, Goa.**

Oversaw day-to-day operations, including managing staff, finances, and customer service. Achieved consistent revenue growth by optimizing operational efficiency and expanding the customer base. Increased franchise profitability by 30% through cost management and operational improvements.

## Skills

- Leadership & Team Management
- Financial Planning & Budgeting
- Operational Efficiency
- Strategic Planning & Execution
- Sales & Revenue Growth
- Adaptability & Problem Solving