

Kumar Ayush

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• EXPERIENCE

Shanti Hospitality Management Services, Bangalore — Assistant Manager Bangalore Regional Sales

Nov 2019 - Nov 2020

- ❖ Looked After sales of **6 different hotels** and locations and of **2 hotel brands** (Marriott & Hyatt) namely
 - Four points by Sheraton New Delhi Airport
 - Four points by Sheraton Vadodara
 - Four Points by Sheraton Dehradun
 - Aloft Kathmandu Thamel
 - Hyatt Regency Dharamshala
 - Hyatt Regency Amritsar
- ❖ To identify key accounts in Bangalore region having regular business flow to above locations
- ❖ Responsible for generating weekly and monthly reports to monitor productivity and sales call efficiency
- ❖ Responsible for organizing and hosting periodic sale blitzes for various units.
- ❖ Maintaining geo mapping for all corporate accounts on the basis of their potential and level of penetration.

Shanti Hospitality , New Delhi — Management Trainee

September 2018 - November 2019

- ❖ On field exposure of **blitz**
- ❖ **Body language** reading
- ❖ **Telephone etiquettes** & email etiquettes
- ❖ Assisting other sales manager on field and observing **live calls with clients**

NOTABLE ACCOMPLISHMENTS

Developed as a complete sales resource, fit to work in any environment with majorly focussed on proactive sales in segments of corporate and leisure. Very thankful for getting and enchashing such opportunity.

EDUCATION

IHM, Chennai — *B.sc(Hospitality & hotel Administration)*

June 2015 - June 2018

INTERSHIPS

1. Kochi Marriott Hotel - dec 2015-jan2016 (Front Office)
2. Westin Hyderabad Mindspace -Jun 2016- aug 2016 (Sales)
3. Novotel Chennai Sipcot -Dec 2016 - Jan 2017 (Marketing)

SKILLS DEVELOPED

1. Communication Skills
2. Leadership Skills
3. Critical thinking Skills
4. Social media skills
5. Relationship Management Skills
6. Account/Client Management Skills
7. Decision making skills

PROUD OF

1. Was **Youngest** Assistant manager in regional sales on board
1. Got Appreciation through **marriott medallia (guest voice)** during internship at Kochi Marriott Hotel.

LANGUAGES

English

Hindi

Russian

CERTIFICATIONS

- 1) RUSSIAN LANGUAGE from Russian centre of science & culture, Chennai - A1-A2 level

REFERENCES

Ashu Bhatnagar (abhatnagar@fourpointsjaipur.com) +917043052040
Hotel Manager - Four Points by Sheraton Jaipur

