



## PRAVEEN KR

### Sales Executive

**Address:** Discovery Gardens,  
Dubai- UAE  
**Tel:** 0566210151

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## Career Summary

- Highly motivated, committed and customer focused individual with over 9 years of experience in Hospitality industry.
- Asst. Restaurant Manager role for 1 year & 4 Years of Supervisory level.
- Experiences include Casual Dining, In Room Dining, Pool & Beach Bar, All Day Dining & Banquets.
- Pre-Opening Experience in Address Boulevard & Dubai Opera.
- Extensive experience in upselling & guest return opportunities by creating rapport, Credibility and trust-based relationships.
- Advanced communicator and cultivator of key relationships with all levels of personnel, Guests, Collages, and executive managers, impacting organizational performance and Reputation.
- Positive thinker follows with enterprise standards, procedures, Rules & Regulations.

## Career Aspiration:

To be the part of an organization that provides me with opportunities & challenges, which will assist me to further develop on my abilities to learn, grow & explore in the field of Management & Guest Service. The ideal position would allow me to share my experience for better result to the company as well as to the customer.

## EXPERIENCES

 **Blue Horizon Trading Co LLC**  
Dubai (March 2020 to till date)

- Conducting market research to identify selling possibilities and evaluate customer needs
- Setting up meetings with potential clients and listening their concerns
- Negotiate and close deals
- Handle complaints or objections
- Collaborate with team members to achieve better results
- Gather feedback from customers and share with internal team
- To recommend solutions for any difficulties faced by the clients
- Enhancing relationships with the clients
- To recommend new opportunities for maximizing sales
- Analyze the competition brand closely.



**ADDRESS**  
HOTELS + RESORTS

**Address Downtown, Dubai**  
**Restaurant Team Leader (Jul 2019-Feb2020)**

- Oversee all front and back of the house F&B operations
- Maintain quality control for all food served
- Generate weekly, monthly, and annual reports
- Project future needs for goods, kitchen supplies, and cleaning products; order accordingly
- Attend daily and weekly F&B meetings



**ADDRESS**  
HOTELS + RESORTS

**Address Boulevard, Dubai**  
**Restaurant Team Leader (Jul 2016-Mar 2018)**

- Ensure customer satisfaction through promoting excellent service;
- Respond to customer complaints tactfully and professionally
- Analyze staff evaluations and feedback to improve the customer's Experience
- Oversee health code compliance and sanitation standards
- Generate weekly, monthly, and annual reports

## SKILLS

- Excellent communication Skills
- Self-initiative
- Detail oriented
- Cultural Sensitivity
- Problem Resolution
- Tidy & professional image Team player
- Punctual

## CORE STRENGTHS

- Business Development
- Customer Services
- Stock Control
- Administration
- Supervision

## TRAININGS

- Supervisory Development
- Train the Trainer
- HACCP Level 1
- Essential Food safety
- F&B Upselling
- Basic Grooming

## COMPUTER LITERACY

- Opera/FMC
- Micros POS system
- MS Word/ Excel
- Oracle

## PERSONAL DETAILS

**Nationality** : Indian  
**Date of birth** : 14<sup>th</sup> Sep 85  
**Marital status** : Married  
**Driving License**: Valid UAE

## LANGUAGES

English  
Hindi  
Malayalam  
Tamil



ADDRESS  
HOTELS + RESORTS

### *Palace Downtown, Dubai*

*Restaurant Captain (Apr 2012 - June 2016)*

- To assist the Manager, and do supervision on day to day operation
- Handle guest's special requests & Guests complaints.
- To take care of HACCP Rules and regulations.



### *The Habtoor Hotels & Resorts*

*F&B Waiter-(Jan 2010-June2011)*

- To take the order and serve to the guest.
- To make sure that the restaurant is clean and tidy
- To assist the Restaurant Captain for the operation



### *One & Only Royal Mirage Dubai*

*Pool & Beach Host-(Dec 2008-Nov 2009)*

- Control of the flow of guests and supervise the assigned station
- Serve Food & Beverage to guests in a courteous, professional, efficient and flexible manner
- Responsible for maintaining a safe and clean aquatic recreational area for guests or residents.

## ACADEMIC PROFILE

- B.Sc. Catering Science and Hotel management from Bharathiar University (2005-2008)
- Higher Secondary education from GVHSS, (2003-2005)
- SSLC From Board of public examination MNKM GHSS- (2001-2002)

## DECLARATION

I declare that all above fact are true to the best of my knowledge and I abide to work to the standards and company rules to prove myself as an ideal official.

Place: Dubai

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