



ADARSH S

Sales Professional

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Abu Dhabi, UAE

Education

Master of Tourism & Travel Management (MTTM), with First Class

- St. Peter's College
Kolenchery, Affiliated MG University, April 2020

Bachelor of Hotel Management, with First Class

- St. Joseph's Institute of Hotel Management & Catering Technology, Pala
Affiliated to M.G University, Kerala, 2016

Higher Secondary Certificate (12th standard)

- St. Ignatious HSS
Kanjiramattom, March 2012

Computer Skills

- Windows, MS-Office
- Google Educator Level 1 Certification

Language Skills

- English, Malayalam, Tamil, Hindi, French

❖ Introduction

Accomplished Sales and Business Development Professional with a proven track record of achieving sales revenue targets and contributing towards overall profitability of the hotel.

Consistently exceeds expectations through hard work and constant learning and improving on my skills.

Looking for opportunities in Hospitality and tourism sales and marketing.

❖ Skills Summary

- Revenue focused at all times, using innovative techniques to increase business.
- Consistently delivering high quality customer experiences
- Increasing sales through upselling and cross selling.
- Building relationships with customers and for repeat business
- Objection handling and sales closure skills
- Anticipating customer needs before they are stated and provide the correct solutions
- Using sales techniques to ensure closure of sales and revenue maximisation
- Conducting Sales Presentations and demonstrations

❖ Employment History

Trident Migration, UAE

- Immigration Consultant
- January 2022 – present
- Working on RNIP – Canada, AIPP- Canada, LMIA – Canada and Express entry program for Canada



Club Travalet Aluva, Kerala, India

- Sales and Business Development Manager
- 30 June 2021 - 13 January 2022



Hira Enterprise, Kochi, Kerala, India

- Sales and Business Development Executive
- 15 June 2020 - 30 April 2021



Akbar Holidays, Kerala, India

- Internship
- April 2020 – May 2020



Personal Attributes

- I am an excellent communicator, with a friendly personality
- I am very comfortable interacting with and helping customers as required
- Self-confident and motivated to take up challenging assignments, long hours of work are not a constraint
- Fast learner with hunger for knowledge

Visa Details

- Visa Status: Visit Visa
- Expiry: April 30, 2022

Personal Details

- Nationality: Indian
- Marital Status: Single
- Date of Birth: 08-12-1994

Professional References

- Can be provided on request

Kumarakom Lake Resort, Kerala, India

- Management Trainee
- October 2019 - November 2019



Fern Hotels & Resorts, Kochi, India

- Guest Service Associate
- April 2017 – March 2018



CGH Earth Experience Hotels, Kochi, India

- Guest Service Associate
- September 2016 – March 2017



Vivanta by Taj Yeshwantpur, Bangalore

- Industrial Trainee
- 6 months



❖ Responsibilities

- Work within a team and report to the General Manager & Regional Sales Manager.
- Proactively seek out new accounts for accommodation and conferences and increase market share for the hotel.
- Identify new markets and business opportunities and increase sales.
- Represent Hotels in various events and exhibition.
- Implement sales action plans related to my market areas as outlined in the marketing plan.
- Conduct daily sales calls and arrange site inspection trips to hotels by corporate clients.
- Demonstrate bringing best practice new account planning to the team along with a high focus of joining up with teams across the business.
- Constantly investigating and assessing market conditions and competition to determine effective and productive sales programs.
- Establish and maintain relationships with current and prospective customers.
- Ensuring achievement of revenue objectives as established in the organization's strategic plan.

❖ Declaration

I hereby declare the above given information is correct & complete to the best of my knowledge & belief.

Adarsh S