

**Dear Hiring Manager,**

It is with interest and enthusiasm that I apply for a career opportunity with your most reputable organization.

I strongly believe that the skills and abilities I have gained during my career to date make me an ideal candidate in this industry. The key proficiencies I possess which relate directly to the job requirements include:

- Communication skills – successful in building strong co-operative relationships with key clients and decision makers.
- Problem solving ability – regarded as a resourceful problem solver evident in the successful development and implementation of new policies and procedures.
- Planning and organizing – proven track record of effectively prioritizing multiple tasks and assignments in a fast-paced work environment to efficiently meet departmental and company objectives.
- Team Player – a solid reputation as a competent team member who is always prepared to go the extra mile to achieve results.
- Self-starter – considered a highly motivated employee with the capacity to learn quickly and take responsibility for my own development

I am convinced that my broad experience in the career field of Hospitality & Sales has equipped me with a strong set of valuable competencies that meet your needs. I am eager to combine my experience with my passion for the current openings in order to work hard and make a meaningful contribution to your organization.

I would welcome the opportunity for a personal interview to discuss further. Please contact me at your earliest convenience to set up a time and date for us to connect.

Thank you for your time and consideration and I look forward to speaking with you soon.

Sincerely,

Vikas Nanumal Chauhan

# Mr. Vikas Chauhan

Contact Number: +973-33355869

DRIVEN, RESULTS-ORIENTED PROFESSIONAL WITH 12 + YEARS OF EXPERIENCE IN  
HOSPITALITY MANAGEMENT & SALES, OFFERING AN EXCEPTIONAL TEAMWORK SPIRIT AND A POSITIVE ATTITUDE

## PROFESSIONAL PROFILE

A dynamic, results-oriented Professional offering leadership to drive sales and profitability in highly competitive markets. Consistently achieve performance goals through enthusiasm, tenacity and initiative, which complement knowledge & expertise in

- Business Development / Driving Profitability
- Brand Analysis / Brand Management
- Market Execution / Monitoring Competitors
- Goal Oriented / Implementing Action Plans
- Strategic Leadership & Planning
- Team Building /Staff Training/Customer Service
- Experienced Negotiations skills
- Continuous Performance Improvement

Noted for outstanding communication skills, both with Clients and Employees; resolve problems quickly and equitably to ensure happy clients and happy employees.

## CAREER CHRONOLOGY

<u>Organization</u>	<u>Designation</u>	<u>Duration</u>	<u>System</u>
ASHRAFS DISTRIBUTORS CO W.L.L ( BAHRAIN )	Divisional Sales Manager - FMCG ( Traditional Trade / Horeca)	Jan 2019 – till now	Openfin
PEPSICO BAHRAIN ( Ahmadi Industries )	Territory Sales Incharge ( Key Accounts - Horeca )	Mar 2017 – Jan 2019	Intermac
YUM YUM TREE RESTAURANTS (BAHRAIN )	Area Manager	Dec 2013 – Jan 2017	Aloha
INTERCONTINENTAL HOTELS GROUP	Asst. Restaurant Manager	Jun 2011 – Jun 2013	Infraysis
TAJ GROUP OF HOTELS	Food & Beverage Associate	Feb 2006 – Oct 2007	Micros POS & Fidelio

PRESENT ROLES & RESPONSIBILITIES	
<ul style="list-style-type: none"><li>▪ Efficiently managing key brands – Nestle, Kerrygold, Castello, Freshly, Olitalia etc.</li><li>▪ Dealing with Five Star Hotels, Restaurant Chain, Bakery Segments, Airport, Catering, Embassy, Hospitals and Cinemas.</li><li>▪ Exploring potential business avenues for achieving increased business growth in HORECA / TRADITIONAL TRADE Business.</li><li>▪ Interact with Admin managers, Procurement heads, Purchase managers, F&amp;B managers, chefs and General Managers.</li><li>▪ Working Closely with Brand Managers and Marketing Departments to ensure the availability of the products.</li><li>▪ Successfully resolve an average of 45 customer issues per month regarding sales and service to ensure optimal customer satisfaction is maintained at all times.</li><li>▪ Monitored a team of 12 Sales Executive for reaching the monthly and Quarterly Target.</li><li>▪ Delivering world class customer service and building customer satisfaction and loyalty.</li><li>▪ Lead sales calls with team member to stablish sales and customer retention goals.</li><li>▪ Improving customer satisfaction and deepen client relationships with proactive service.</li><li>▪ Create and direct sales team training and development programmes.</li><li>▪ Review and reporting: Collate data and prepare reports to track various parameters e.g. Sales efficiency, sales achievement.</li><li>▪ Coordinate recruitment of Sales Team with HR.</li></ul>	
SIGNIFICANT HIGHLIGHTS	
<ul style="list-style-type: none"><li>❑ Manage a 80 Cr (INR) sales portfolio.</li><li>❑ Starting up a new business, which was non- existent earlier.</li><li>❑ Nil Attrition in the team.</li><li>❑ Grew the Horeca business over 15 % in PepsiCo Bahrain in a year of 2018.</li><li>❑ Exposure in Traditional Trade / Horeca / Retails with proven success record.</li><li>❑ Trained the execution team for the new IT Enabled system.</li><li>❑ International exposure in managing International Brands, Multi-Cultural &amp; Multinational Employees.</li></ul>	

EDUCATIONAL CERTIFICATIONS		
QUALIFICATION	NAME OF THE UNIVERSITY	YEAR
Master of Business Administration ( Sales & Marketing / Six Sigma )	Amity Directorate of Distance & Online Education (Delhi) India.	2018-2019
DEGREE OF BACHELOR ARTS IN ( International Hospitality Management )	Queen Margret University (Edinburgh) U.K	2008-2011
Higher Secondary School Certificate	Maharashtra State Board Higher Education, Mumbai, India	2007-2008
Secondary School Certificate	Maharashtra State Board Higher Education, Mumbai, India	2004-2005
	<b><u>PERSONAL DETAILS</u></b>	
DATE OF BIRTH	08 <sup>th</sup> June, 1986	
PASSPORT NUMBER	J2886615	
NATIONALITY	Indian	
DRIVING LICENSE	BAHRAIN / INDIA	
LANGUAGE KNOWN	English, Hindi, Marathi , Urdu and Arabic	
PERMANENT ADDRESS	Land breeze Tower Sector. 31, Flat no.302, Near Som Hospital Badlapur (W) 421053	

**P.S:** - Thank you for taking time to review my curriculum vitae. I sincerely believe I'm perfect fit for this position in your company. I'd welcome the opportunity to prove this to you by scheduling a telephonic round of interview at your convenience. Please call me at +973-33355869. I look forward to speaking with you and thanks again for your kind consideration.