

ABHINAV K R



SUMMARY :

To work in a position where I will increase gains in profit performance, revenue growth and market share by using my expertise and skills in business management and entrepreneurial drive.

CONTACT INFORMATION :

☎ +971 50-376-4652

✉ ugetabhi@gmail.com

📍 Al Majaz 2 ,
Sharjah

PERSONAL DETAILS :

DOB : 17/09/1989
Gender : Male
Nationality : Indian
Marital status : Married
Visa status : visit visa
Passport No. : X6549476
License No. : 4438149
Languages known : English
Hindi
Malayalam
Tamil
French
Arabic

Professional skills :

- * Good communication and Analytical skills
- * Hard working and educated
- * Negotiations Skill
- * Communication Skill
- * Aiming to achieve
- * Monnthly Target

Personal skills :

- * Ability to work under pressure
- * Creative and innovative
- * Time management skills

Computer skills :

- * Basic Computer knowledge.
- * Microsoft Word, Internet Browsing & Email

WORK EXPERIENCE :

- worked as a RESTAURANT MANAGER in MAKS RESTAURANT Dubai (2 years)
- Worked as a RESTAURANT MANAGER in GREEN CITY RESTAURANT Dubai (4 years)

EDUCATIONAL ATTAINMENT :

- BSC. Catering Science and Hotel Management (2014)
- Completed BSC Physics (2009-2011)
- Completed Higher Secondary Education (2008)
- Diploma in Bakery and Confectionary(2012)
- Certificate Course in Bakery and Confectionary(2013)

DUTIES AND RESPONSIBILITIES :

- Setting sales goals and developing sales strategies.
- Researching prospects and generating leads.
- Contacting potential and existing customers on the phone, by email, and in person.
- Handling customer questions, inquiries, and complaints.
- Preparing and sending quotes and proposals.
- Managing the sales process through specific software programs.
- Building and maintaining a CRM database.
- Meeting daily, weekly, and monthly sales targets.
- Participating in sales team meetings
- Hire and train staff members.
- Ensure that health and safety protocols are adhered to.
- Keep a meticulous record of income and expenses.
- Order ingredients in the correct quantities for the kitchen staff.
- Communicate with customers to receive feedback and manage complaints.

DECLARATION :

I hereby declare that all the information given above are true and correct with best of my knowledge.