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| CHARLES BENEDICT. G  Flat No: 31F Building No: 490 Road No: 1214 Mail: Charlesbenedictg@gmail.com  Alguful Manama Bahrain Mobile: +97338292339 / +918105776090 |

**Career Skills:**

1. 10 years of Sales, Business Development & Client servicing experience in Hospitality.
2. Extensive experience in Business Development, account Management & Planning.
3. Excellent relationship with prospects in market areas & segments.
4. Exposure in Identifying & penetrating new market segments.
5. International exposure of Sales & Marketing (East Africa, Bahrain)

**Professional Experience:**

**Company : Ramada Hotel Bahrain**

**Designation : Senior Sales Manager**

**Duration : December 2018 till date**

* Create awareness with the sales team in the local market place for Ramada Hotel Bahrain
* Drive all OTA’S
* Guide and ensure the sales team actively visit offices and promote facilities to clients and ensure Ramada Hotel Bahrain in first call for availability
* To entertain clients in the hotel as appropriate.
* Follow up on all sales leads and conference enquiries to identify new business
* Handled all major tie ups with external agencies for events at the hotel.
* Manage and track for all RFP’s accounts.
* Handled all major rate negotiations with corporates to assist my team associates.

**Company : Ramee Group of Hotels – Bahrain**

**Designation : Sales & Marketing Manager**

**Duration : December 2017 till November 2018**

* To entertain clients in the hotel as appropriate.
* Follow up on all sales leads and conference enquiries to identify new business
* Handled all major tie ups with external agencies for events at the hotel.

**Company : THE DEN BENGALURU (Dan Group of Hotels Israel)**

**Designation : Sales Manager**

**Duration : June 2017 till December 2017**

* Responsible for managing a portfolio of companies based at Whitefield Bangalore
* Maintaining contacts at different levels in organization in order to get the optimum results.
* Succeeded in new client acquisition and expensing of new client business
* Overlook on the company marketing function
* Identified and developed new customers, and new market segments

**Company : Oakwood Asia pacific**

**Designation : Senior Sales Manager**

**Duration : December 2015 till June 2017**

* Responsible for managing a portfolio of companies based at Whitefield Bangalore
* Maintaining contacts at different levels in organization in order to get the optimum results.
* Second in command for the Team in absence of Director Sales
* Consistently exceeded set revenue targets
* Succeeded in new client acquisition and expensing of new client business
* Overlook on the company marketing function

**Company : Adarsh Realty Hotels**

**Designation : Sales Manager**

**Duration : July 2013 till November 2015**

* Responsible for managing a portfolio of companies based at Whitefield Bangalore
* Maintaining contacts at different levels in organization in order to get the optimum results.
* Handling & Organizing Residential Groups and conferences for corporates.
* Meeting prospective client, generating new leads negotiating rates and closing the deal.
* Generating maximum revenue to the hotel and providing value to the clients.
* Preparing forecasted budgets and sales targets to all portfolios.

**Company : Olesereni Hotel- Nairobi Kenya (A Sarovar Hotel)**

**Designation : Sales Account Manager**

**Duration : September 2011 till May 2013**

* To tap all the Indian origin Kenyans owned companies in Nairobi industrial area
* Create awareness with the sales team in the local market place for Ole-Sereni Hotel
* Guide and ensure the sales team actively visit offices and promote facilities to clients and ensure Ole-Sereni hotel in first call for availability
* To entertain clients in the hotel as appropriate.
* Follow up on all sales leads and conference enquiries to identify new business
* Handled all major tie ups with external agencies for events at the hotel.
* Manage and track for all RFP’s accounts.
* Handled all major rate negotiations with corporates to assist my team associates.
* Develop the CORPORATE/COMMERCIAL SEGMENT for Ole-Sereni Hotel and identify those with regular requirement for accommodation, conference and banqueting. Establish their potential, negotiate preferred rates and monitor the development of such accounts.

**Company : Sarovar Hotels & Resorts**

**Designation : Assistant Manager Sales / Sales Executive**

**Duration : July 2008 till August 2011**

* Developing corporate business from Bangalore to other locations.
* Handled all travel agents in Bangalore
* Target group MICE business to all Sarovar Hotels across India.
* Cold calling for New corporate
* Maintain PR with all the regular corporate accounts
* Target group business to all Sarovar Hotels & Resorts

**Industrial Trainings**

* Leela Palace Bangalore
* Vivanta by Taj MG Road

**Educational Qualification:**

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| **Course** | **Institute** | **Year of passing** |
| S.S.L.C | St. Thomas School Whitefield | 2002 |
| PUC | Ujjval Vidyalaya Whitefield | 2004 |
| Bachelors In Hotel Management | Oxford College of Hotel Management | 2008 |
| MBA | Vishwa Vidyalaya | 2010 |

**Personal Profile:**

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| Name | : Charles Benedict. G |
| Date of Birth | : 15.03.1986 |
| Father’s Name | : George. M |
| Nationality | : Indian |
| Marital Status | : Married |
| Languages Known | : English, Hindi, Kannada, Tamil & Telugu |
| Interests | : Interacting/Meeting people, |
|  | Reading magazines, Travelling |
| Passport Number | : J7964626 |

**DECLARATION***:*

Hereby I declare that the details furnished above are true to the best of my knowledge.

**PLACE: Bahrain Yours sincerely,**

**DATE : Charles Benedict**