



78/3 Shastri Nagar

Kanpur -208005

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CAREER OBJECTIVE:

To achieve professional excellence in work through process of learning and become an asset for an organization by utilizing my talent, innovative idea and leverage.

AREA OF SPECIALIZATION:

Major – Human Resource Minor – Marketing

PROFESSIONAL QUALIFICATION:

- Completed Two Years Full Time M.B.A(2012-14)from Sharda Institute Of Management and Technology, Kanpur affiliated to GBTU(AICTU)
- Completed BSCHMCTT from Punjab Technical University , Jalandhar in 2011

ACADEMIC QUALIFICATION:

- Intermediate from U.P BOARD(English Medium) in 2008 with 59%
- High School from U.P BOARD(English Medium)in 2006 with 62%

WORKING EXPERIENCE:

- Worked as a sales consultant in Doosan power system india pvt. Ltd. Etah in under Utter Pradesh power corporation 28 March 2019 to till now
- Worked as a sales Manager in Bel-lemonade Hotel , Chattarpur Delhi as Sales Manager 01 Dec. 2018 to 25TH March, 2019.
- Job Responsibility : The Resort have 4 Banquet and 40 rooms so I will responsible
To maximize the revenue both part Market segmentation is 80% Social events and 20% Corporate

- Worked as a senior sales executive Le meridian hotel Jaipur 5 march2018 to 15 Nov. 2018
- Job Responsibility : The hotel have 124 rooms and 5 Banquet I was handling the Domestic Travel Agent and Corporate segment Major Company Hero, Riya Travels Lead Generate by TA
- Worked as a sales executive Radisson hotel kandla, Gandhidham8july 2015 to July 2016
- Job responsibility : The hotels have 117 rooms and 4 Banquet I was handling corporate segment for Shipping and Logistics the major role is negotiate the rate and meeting shipping agents and approvals for booking
- Worked as a sales officer in The International School Agra to 20 Jan. 2015 to 30 June 2015
- Job responsibility: Lead generate and Negotiate the student admission and constant follow –up and maintain the Student portfolio
- Promoted AS a senior front office assistant and acting supervisor April 2012.
- Worked with Sarovar Hotels and Resorts , Punjab(Ludhiana) as a Front Office associate for 1 years (May'11 to july12)
- Completed Industrial Training of six months Oct. 2009 to March 2010 in Hotel ITC Maurya, New Delhi.

SUMMER INTERNSHIP:

- Company : Urmila Engineering Work(A Railway Mechanical Firm)
- Duration : 45 Days
- Topic : Employee Welfare Facilities

EXTRA CURRICULAR ACTIVITIES:

- Member (Cultural Event), Management Fest College Group of Institution, UTKARSH-2013.
- Participated in Management Fest of ICCMRT- LKO, PARWAAZ- 2013.
- Appraised by “Sarovar” Hotel World Wide for the best Service Professionalism.
- Participated in HELPAGE INDIA PROGRAMME on District level in the year 2000.

PERSONAL DETAILS:

DOB :28/03/1991

Father's Name _____ :Mr.G.L. Pal
Hobbies _____ :Listening to Music, Gaming
Permanent Address :H.No. 78/3 Shastri Nagar Colony,
_____ KANPUR- 208005 (U.P)

DECLARATION:

I do hereby declare that all above stated information and facts are correct and true as per my knowledge and belief.

Date:

Place: _____ **(Sandep Kumar Pal)**