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| **CONTACTS**   |  |  | | --- | --- | |  | Pushpendranarayan.bjp@gmail.com | |  |  | |  | +91-9934472356 | |  |  | |  | J/1A, Rama Park, Mohan garden, Uttam Nagar – New Delhi-110059 | |  |  |  |  | | --- | |  | |  |  |  | | --- | |  | |  |   **Languages**   |  |  |  |  | | --- | --- | --- | --- | |  | English |  |  | |  | Hindi |  |  | |  | Bhojpuri |  |  | | |  |  |  | | --- | --- | --- | |  | **Pushpendra Narayan** |  | |  | **Manager –sales & Marketing** |  | |  | Experienced marketing management professional who consistently delivers high-quality and results-focused marketing content. In-depth knowledge of social media marketing with expertise in identifying emerging market trends. |  |  |  |  | | --- | --- | | **Experience** |  |  |  |  |  |  | | --- | --- | --- | --- | |  | **Ast. Operations Manager** | ***2012-2013*** |  | |  | **Infinity Resorts** – Bandhavgarh,MP | |  | |  |  | |  | |  |  | |  | |  | **Major accomplishments:** | |  | |  | * **Oversee activities directly related to making products or providing services.** | |  | |  | * **Manage staff, preparing work schedules and assigning specific duties.** | |  | |  | * **Determine goods and services to be sold, and set prices and credit terms, based on forecasts of customer demand.** | |  | |  | * **Plan and direct activities such as sales promotions, coordinating with other department heads as required**. | |  | |  | * **Review financial statements, sales and activity reports, and other performance data to measure productivity and goal achievement and to determine areas needing cost reduction and program improvement.** | |  |  |  |  |  |  | | --- | --- | --- | --- | |  | **AST. mANAGER - mARKETING** | *2013 - 2015* |  | |  | **cAMP OF iNDIA / pALACESOF INDIA** – **dELHI** | |  | |  |  | |  | |  |  | |  | |  | **Major accomplishments:** | |  | |  | * **Targeting new business opportunities.** | |  | |  | * **Develop and promote product image and awareness by direct mail campaigns and attendance of key travel and tourism tradeshows.** | |  | |  | * **Establish an effective sales call cycle for key customers, partners and contacts** | |  | |  | * **Entrepreneurial spirit is a definite asset.** | |  | |  | **Golden Green Hotels** 2015-2016 | |  | |  | **Managing Partner** | |  | |  |  | |  | |  |  | |  | |  | **Major accomplishments:**   * **Targeting new business opportunities.** * **Building and maintaining existing relationships.** * **Develop and maintain a contact and customer database within the following market segments** * **Develop and promote product image and awareness by direct mail campaigns and attendance of key travel and tourism tradeshows.** * **Prepare sales proposals to clients incorporating clearly defined terms and conditions.** * **Establish an effective sales call cycle for key customers, partners and contacts.** * **Maintain a clear line of communication on sales commitments to Hotel/Chain Operations.** * **Work to achieve agreed goals and objectives.** * **Applicants must be able to communicate information and ideas clearly. They must be able to work in a fast-paced environment and be able to handle everyday situations quickly and effectively.**   **Sayantani Hospitality** 2016 to 2018    **Marketing – Sales**  **Major accomplishments:**   * **Targeting new business opportunities.** * **Building and maintaining existing relationships.** * **Develop and maintain a contact and customer database within the following market segments** * **Develop and promote product image and awareness by direct mail campaigns and attendance of key travel and tourism tradeshows.** * **Prepare sales proposals to clients incorporating clearly defined terms and conditions.** * **Establish an effective sales call cycle for key customers, partners and contacts.** * **Maintain a clear line of communication on sales commitments to Hotel/Chain Operations.** * **Work to achieve agreed goals and objectives.** * **Applicants must be able to communicate information and ideas clearly. They must be able to work in a fast-paced environment and be able to handle everyday situations quickly and effectively.**   **Currently I am working with Betel Leaf Hotels ( Hotels Marketing Company )** | |  |  |  |  | | --- | --- | | **Education** |  |  |  |  |  |  | | --- | --- | --- | --- | |  | **Diploma in Hospitality Management** | *2008* |  | |  | **Hotel School The Hague** | |  | |  |  | |  |  |  |  |  |  | | --- | --- | --- | --- | |  | **Bsc – Hotel management** | 2011 |  | |  | **Bhartiyar University** | |  | |  | **IMG_3143.jpg**  **Pushpendra Narayan** | |  | |