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## Curriculum Vitae: BSc. in Hospitality and Hotel Administration with more than 8 Years of experience in Service and Retail Industry.

**Career Objective:**

A versatile candidate with 8+ years of managerial experience looking to further enhance career with a world class organization that will engage profound extensive management, administrative and supervision abilities that will lead to mutual success.

Work Experience (8+ Years):

* Currently working with Apparel Group, UAE as Store Manager (Feb’19 till Present).
* Current Brand: Beverly Hills Polo Club.
* Previously worked with Aditya Birla Fashions and Retail Limited at Van Heusen Brand as Store Manager (Dec’15 till Jan'19).
* Earlier worked with McDonald’s as 1st Assistant Manager (July’12 till Dec’15)
* Total Work experience of 8+ Years.

Key responsibilities:

* Develop business strategies to raise our customers’ pool, expand store traffic and optimize profitability.
* Execute store’s recruitment and retention plan.
* Meet sales targets by training, motivating, mentoring and providing feedback to sales staff.
* Managing stock levels and making key decisions about stock control.
* Ensure high level of customer satisfaction through excellent service.
* Keep an eye on market trends in the industry, understanding customers’ preferences and monitoring what local competitors are doing.
* Respond to changes in volume patterns and promotional activities and make adjustment as needed to ensure operational standards are maintained.
* Maintain outstanding store condition and visual merchandising standards.
* Propose innovative ideas to increase market share.
* Deal with all issues that arise with staff or customers (complaints, grievances, etc )
* Analyze buying trends, customer needs, etc and initiate specific actions to meet customer demand.
* Evaluating short and mid-range objectives of the store.
* Be a shining example of well behaviour and high performance.

Achievements:

* Rewarded as Manger of the Quarter in the whole region at McDonald’s in 2015.
* Highest sale figure in a month of 8M in month of Nov’17 at Van Heusen, Connaught Place New Delhi Store.
* Provided significant growth in sale from last year of 34%, 14%, 9%, 84%, 38%, 15% and 28% for continue seven months from Feb’17 to Aug’17 at Van Heusen store Ambience Mall, Gurgaon
* Record online sale of 196k and 120k generated from store in June and July’17 at Van Heusen, Ambience Mall Gurgaon. Highest across India.
* Rewarded as a Best Store in Retail Excellence in Retail meet of FY 17-18.
* Beaten the biggest competitor Louis Philippe brand In Jan’18 by 130k and in May’18 by 70K which happened after 4 years at Van Heusen Ambience Mall Gurgaon.
* Won 100 days competition across the region in Van Heusen with highest L2L sale in 100 days and got a trip to Goa, India
* Continuous improvement in Women’s Wear sale in 2018 with highest of 29% contribution in June 18 which was highest in India.
* Highest L2L sale of +38% in the month of Aug’19 in Burjuman Mall, Dubai.

Summer Internships:

* 5 months training as Industrial Trainee at **Radisson** **Hotel New Delhi**.

Qualifications:

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| Examination | Institution | Year | Score |
| BSc. (Hotel Management) | IHM Shimla | 2012 | 67.58% |
| 12th | Aggarsen Public school, Kurukshetra, Haryana | 2009 | 73.4% |
| 10th | S.D.M.N Vidya Mandir School, Nilokheri, Karnal | 2007 | 76.2% |

**Extra Curricular Activities:**

* Participated in **Cricket Premier League** organized by **ABFRL** and won **silver** medal.
* Have actively participated in Chinese Theme Lunch organized at college.
* Attended three days workshop on personality development program by Mind Bridge Asia at college.
* Undergone 5 days ODC at **Wild Flower Hall Resort (Oberoi’S), Shimla.**
* Donated blood twice in blood donation camps held at IHM Shimla and Mall Road Shimla.

Personal Profile:

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| **Name** | Ravi Kant Bhutani |
| **Date of birth** | 25th May 1991 |
| **Current CTC** | **5500** **AED** **per** **month** |
| **Expected CTC** | Negotiable |
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**Declaration:**

I hereby declare that the above-mentioned information is true to the best of my knowledge.