



Basharat Ahmad

SALES PROFESSIONAL

EXECUTIVE SUMMARY

I have been working in the hospitality industry for over Seven years where I have developed and honed customer service and Sales management skills.

SKILLS AND ABILITIES

- Excellent communication and interpersonal skills
- Extensive experience in customer relations
- Exceptional management and mentoring abilities

GET IN TOUCH

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RECENT EMPLOYMENT

Sales Manager

Delmon Palace Hotel | February 2018- present

- Identify new markets and business opportunities and increase sales.
- Conducts daily sales calls and arrange site inspection trips to hotels by corporate clients.
- Able to provide Quick and timely responses, immediate communication to the properties, develop professional long term business relationships.
- Develops relationships within community to strengthen and expand customer base for sales opportunities.
- Manages and develops relationships with key internal and external stakeholders.
- Acquiring and developing new business accounts and preparing sales proposals for clients.
- Closely following up on all business leads within a 24 hour response time line to clients.

EXECUTIVE

InterGlobe Technologies | June 2014 - February 2017

- Searches for ideal candidates for C-level positions for major corporations and use TALEO for all offers
- Interviews and follows up on applications for upper management positions

CONSULTANT RECRUITMENT

GENPACT India Pvt. limited | December 2013 - May 2014

- Work on IREC to rollout offers
- Responsible for taking all format of interviews (F2F, Telephonic)

EXECUTIVE RECRUITMENT

Bencos Pvt. Limited India | April 2013 - November 2013

- Responsible for taking all interviews through internal channels

ACADEMIC BACKGROUND

Jawaharlal Nehru Technological University

Masters in Business Administration | Graduated May 2013

- Specialization in Marketing
- Member of Student Alliance for Business Management and Administration
- Recipient of Graduate Students Achievement Award, Management Course

University of Kashmir

Bachelors in Computer Application | Graduated March 2008

- Major Project Title: Medical Pharmaceutical Distribution System in Visual Basics (VB)
- Undergraduate teaching assistant for Introduction to Basics Programming Language

PROFESSIONAL AWARDS

- Awarded with outstanding performer(Hard Worker) in Delmon Palace Hotel for the year 2018 & 2019
- Industrial Recognition Award for outstanding performer as HR in IGT for the year 2015 & 2016