rajnishcareer19@gmail.com +91-9830949518 **Strategic Business Planning | Hotel Operations | Profitability & Revenue Management | Facility Management**

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| **LinkedIn:** www.linkedin.com/in/rajnishkrishnarao |
| Executive Profile  Extensive experience in managing business operations in a multi-site hotels & resorts operations with **17.5 years** of career success in developing & executing growth strategies to accomplish **top & bottom-line profitability**. Currently associated with **The Park, Kolkata as Associate Director Food & Beverage and Service**; spearheading entire gamut of Club Operations and leading a team of 52 members including **4 Managers, 4 Sr. Captains and 4 Captains**.  Decisive, strategic and performance-driven professional with merit of augmenting business and introducing **new innovative concepts**; proven success in steering **improvement initiatives** with focus on streamlining & managing operations with proactive planning.  In-depth **knowledge of the hospitality industry** including working practices, recruitment, pay, conditions of employment and diversity issues. Excellent understanding of varied cultures across the globe, which has helped in improving adaptability to different working conditions and people.  Impeccable record of **spearheading hotel projects** execution including renovation programs & retrofits of hotels. Led the **implementation of checklist of opening & closing of any outlet** which resulted in reducing direct & indirect cost to the company.  Highly skilled at delivering **value-added customer service** and achieving customer delight by providing customized products as per requirements. Impressive success in interfacing and providing outstanding hospitality to the guests coming from several parts of the world entailing **EU, US, UAE, Canada, Australia and Asia**  Front-led overall **forecasting, budgeting, procurement, distribution** and consumption of resources. Excellence in monitoring budgets and profit & loss reports on a monthly basis to ensure analyzing variances and training the team on the same. **Key People Leader** with exceptional skills in developing, managing and leading the food & beverage crew in providing excellent service.  Education   * **Professional Development Programme** from **Cornell University** (The Hotel School Cornell), Ithaca, New York, USA in **2018** * **Diploma in Hotel Management in Food & Beverage** from Institute of Hotel Management, Catering & Nutrition, Kolkata (I H M), India in **2002**   Career Timeline **2002-2003 Since 2003** | Key Impact Areas Strategic Business Planning & Leadership Hotel/ Club Operations Management Strategy & Thought Leadership Food & Beverage Operations Hotel Pre-opening Profitability & Revenue Management Guest Servicing/ Delight Budgeting, Forecasting & Cost Control Policy/ SOP Formulation Team Building & Leadership  Key Skills Soft Skills  Technical Skills   * Microsoft Office Applications- Word, Excel and PowerPoint * Micros, Verse & so on |