**Dear Sir/ Madam**

**"Warm Greetings of the Day...!!!!**

I believe that there is an opening of General Manager in your esteemed organization, here is the brief of my profile.

Sir I Kiran Kumar a true and passionate hotel professional started my career as Guest Service Associate (F&B) and worked in different capacities from past 23 years, I gained adequate knowledge in the hotel operations, starting from providing the quality services to the client and understanding their requirements, designing of the products as per clientele needs, also learnt the understanding the market strategies, developing the off season and on season budgets, planning, execution, training etc. I would be very much glad to welcome a chance to show my portfolio and to be a part of a dynamic team in an esteemed organization where I could utilize my skills for the organizational goals and I could grow myself yet further.

**Thanking you**

**A.Kiran Kumar**

**General Manager**

Hyderabad

**+91 80740 65431**



**A. K I R A N K U MA R**

**8074065431 l** [**kirandorain@gmail.com**](mailto:kirandorain@gmail.com) **l** **HYDERABAD**

# OBJECTIVE

To install a new Vision, Spirit and Passion within the Hospitality Segment to achieve goals and objectives related to quality, profitability and continuous improvement.

# PROFILE SUMMARY

Capable of delivering the services at highest level. I have best-rated Organizational skills and ability to produce a consistently high standard of work with an excellent interpersonal skill. I am effective team player and am capable of engaging and liaising with a broad range of individuals from a variety of backgrounds. My professional experience till date has provided me a wealth of specialist skills and expertise and I am committed to facing fresh challenges and to pursuing my future career goals.

***CORE KNOWELEDGE, KEY FUNCTIONAL SKILLS & EXPERTISE***

## Executive Leadership l P&L Management l Operations Management l Strategic Planning l Hospitality Management l Guest Relation & Services l Brand Management l Event Management

**OPERATIONAL SKILLS:**

People management & Man power utilization, Inventory Management, Preparing Action plans, Execution and Implementation of the same handling multiple Units operations with hassle free environment. Conducting Special Events and shows, Compliance of all hygiene & safety systems & Procedures

## Kinara Grand, Hyderabad (Kinara Grand Hotels Pvt Ltd.)

## Position: Sr General Manager

**Date of Joining: 1stOct 2018 to 31stMarch 2020**

**Responsibilities:**

* Responsible & accountable for Schedule finalization, Competitor Analysis, this includes F & B services, menu planning, food costing, vendor management etc.
* Responsible for hiring and training the operations staff and managing the property operations without any hassle
* Actively undertaking local area marketing activities to promote & achieve the maximum revenue.
* Planning, Budgeting and execution of Special Events, DJ Nights, Concerts and Cultural Events
* Handling services, operations, inventory & stores management which includes operations as per budget, increasing of sales turn over, ensuring contribution exceeds budgeted target.
* Responsible for Compliance of all hygiene & safety systems procedure in the hotel, daily weekly monthly cash / credit sales reports and MIS of all departments
* Develop and implement short and long term operations plans in order to maximize revenues, minimize costs, increase profitability and enhance employee effectiveness
* Conducting training & Seminars for bringing keen focus on guest service, high energy levels and team spirit in the employees.
* Working towards Profit Maximization by implementing Cost & Time management effectively.

**The Emerald Club, Rajkot, a 4 star property with 60 keys, Gujarat (Arihant Convention LLP)**

**Position: General Manager**

**Date of Joining: 7th August 2016 to 30thSept 2018**

**Mount Opera, a 3 star propertywith 65 keys (SreeMitra Estates Pvt.Ltd) Batasingaram**

**Position: General Manager**

**Date of Joining: 25th Oct 2013 to 30th July 2015**

**The Alcor Hotel, a 4 star deluxe property with 65 keys (SPR Oils Pvt Ltd) Holding No: 4, Ramdas Bhatta, Bistupur, and Jamshedpur**

**Position: F&B Manager**

**Date of Joining: 20th July 2011 to 10th Oct2013**

**WelcomHeritagePragati Herbal Garden Resort (ITC Group of Hotels & Resorts 3 star property with 75 keys) Hyderabad**

**Position: Food & Beverage Manager**

**Dec 2006 to 10thJuly 2011.**

**Blue Foods Pvt.Ltd Hyderabad Central, Hyderabad**

**Unit Head**

**Nov 2003 to Dec 2006**

**The Kakatiya Hotel (ITC Luxury collection Hotel- 5\*) Hyderabad**

**Sr. Captain**

**Nov 2000 to Nov 2003**

**The Kakatiya Hotel (ITC Luxury collection Hotel 5\*), Hyderabad**

**Steward**

**Oct 1997 to Nov 2000**

**EDUCATIONALBRIEF**

2007 Bachelor of Arts

## 2004 D.H.M.C.T

1996 10+2;

1994 10thStandard:

**PERSONAL PROFILE.**

|  |  |
| --- | --- |
| **Name** | **: A.Kiran Kumar.** |
| **S/O** | **: Prakasa Rao** |
| **Marital Status** | **: Married** |
| **Present Salary** | **: 12.00 Lakh/PA + +** |
| **Expected Salary** | **: Negotiable** |
| **Nationality** | **: Indian** |
| **Languages Known** | **: English, Hindi and Telugu** |

## EXTRA CURRICULAR ACTIVITIES &ACHIVEMENTS

* ***Participated in National Level KABADDI Game in Jaipur, Chandigarh and Agartala in 1994, 1995 and 1996 respectively.***
* ***Participated in State Level Science Fare in Choppadandi (Karimnagar).***
* ***Won the Regional Level Kabaddi Championship Trophy held in Kurnool A.P in 1995.***

**References:**

**Chef Kashi Rao +91 70322 92295**

Culinary Expert & COO, Memoria Hyderabad, Telangana

**Mr. Sailesh Mathur +91 98481 59885**

Corporate General Manager, Shree Venkateswara Hotels & Abode Hotel, Hyderabad

**A.Kiran Kumar**

**Place: Hyderabad**