

AVIJIT GHATAK

An entrepreneurial, transformative leader with 19+ years of experience across diverse hospitality functions, market and enterprises.



HIGHLIGHTS

- ❖ Leader in Hospitality Industry with P&L, Sales, Marketing, Strategy, Business Development and Operations experience in Taj, Kwality, Calcutta Club & Translink Hospitality and Projects LLP Group.
- ❖ 19+ years of track record in planning and executing strategies for diverse Hospitality functions with different challenges and context.
- ❖ Extensive "Deep Drive" learnings from various roles in across Organizations to develop Actionable insights and constantly improve.
- ❖ 19 years of expertise in dealing with Government Officials for all compliances.
- ❖ Closed long term deals (including capex) with customers in related Industries.
- ❖ Managing Food Production driving excellence in services and quality.
- ❖ Deep insights gained in Translink to lead change initiatives for transforming organization structures, culture and performance.
- ❖ Managing multi-site Operations at Calcutta Club to deliver SHES, Cost Quality and Productivity metrics.
- ❖ Hire and Groomed multi-cultural talent across line and staff functions.
- ❖ Successfully transferred learnings across roles to deliver results.

CAREER PROGRESSION

- ❖ Jan, 2020 – Till Date Technical Advisor / Business Development Manager
- ❖ Oct 13 – Nov, 2019 – Senior Manager Operation - Calcutta Club Ltd.
- ❖ Jan '98 – Aug 13 – Senior Manager Operation - Kwality Group.
- ❖ Nov '94 – Dec '97 – Assistant – F&B – Taj Group of Hotels (West End Bangalore, Taj Residency Bangalore)

EXPERIENCE

Translink Hospitality LLP

Business Development Manager / Technical Advisor

Jan, 2020–Till Date

Kolkata

A Company providing Consultancy services in the hospitality industry in startups, projects and upgradation of existing large Hotels and Restaurants.

- ❖ Deliver Cash, Balance Sheet, ROI, Risks, SHES, CRM, people production and operation excellence goals.
- ❖ Lead Sales, Technical, Compliances, Supply chain and Multi-Site operation teams with oversight on all functions.
- ❖ Drive strategies, policies, values, customer promise, excellence and engage stakeholders for sustained growth.
- ❖ Coach, mentor and counsel individuals and teams to increase capability and build leadership pipeline.

CONTACT

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INDUSTRY

- ❖ Hospitality related – Food & Beverage, Restaurant, Hotel Resort. Start up Projects including Designing, Construction with entire operational setup.

PORTFOLIO

- ❖ Hospitality, SOPs, Operations, ROI, Admin, Human Resource, Hygiene and Safety, Accounting & IT, Housekeeping, Marketing, Menu Engineering including Bar Menu, Kitchen & restaurant Layout, Maximizing Revenue with Optimum Resources.

KEYSKILLS

- ❖ P&L, Cash flow and Risk Management.
- ❖ Strategic Planning and Execution.
- ❖ Engage Stakeholders for Results.
- ❖ Create Impactful Partner Networks.
- ❖ Hire and Groom Diverse Talent.
- ❖ Deliver Outcomes in matrixed Teams.
- ❖ Deft in all Sales & Marketing disciplines.
- ❖ Expand Core Markets and Adjacencies.
- ❖ Scale Complex Capital based Businesses.
- ❖ Lead Multi-Site Operations.
- ❖ Manage Transformational Change.

Calcutta Club Ltd.
Senior Manager Operations
Feb 2013–Nov 2019
Kolkata

- ❖ Responsible for entire operations of the Organization leading to Members Satisfaction.
- ❖ Played a lead role in all the events held in the Organization.
- ❖ Built capabilities across functions/key areas and developed a pipeline of long-term savings.
- ❖ Spearheaded planning and collaborating with other team members.
- ❖ Aligned sites, committees and functions.

Kwality Group -Kolkata
Senior Manager Operations
Jan'98-Oct.13 Kolkata

- ❖ Overall responsible for entire operations including catering services and partnering with Clubs.
- ❖ Lead strategic planning and execution.
- ❖ Drive execution and commercialization excellence

DECLARATION

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

Date :

Place : Kolkata

Avijit Ghatak
(AVIJIT GHATAK)

EDUCATION

- ❖ IHM–(Institute of Hotel Management Catering Technology And Applied Nutrition - Kolkata)– Diploma – 1990
- ❖ B. Com Hons : St. Andrews College – Kolkata - 1987
- ❖ Computer Science Diploma
- ❖ St.Xaviers. College – Kolkata