**AVINASH KUMAR**

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Exceeding valuable experience in the Hospitality Industries for **TWENTY-THREE YEARS** with special emphasis on inter personal relationship and client servicing. Having excellent verbal communication, total involvement with all aspects of customer service to exceed guest’s satisfaction.

**Professional Experience:**



* **Working as General Manager with Clarks Inn Suites and Resorts, Vrindavan.4- Star Category Hotel of 165 Rooms Inventory:-** August 2020 – Till date .
* Clark Inn Group Of Hotels is a professionally managed company in the field of Hospitality. The company was formed in 2006.The company has the expertise to handle the entire scope of work for hospitality projects from the conceptual stage to the operations stage i.e. feasibility studies, identifying & hiring of architects, consultants and contractors, review of plans, design & material, project management during constructions & more importantly operations & management of the completed projects. In the league of its own, Clarks Inn Group of Hotels now boasts of a **portfolio of 100 hotels and resorts spread across 23 states in India and Nepal.** The company operates 65 hotel properties and there are 35 more that’s under different phases of development.
* **Worked as Corporate General Manager Hospitality:** July 2016 - June 2020

The company has following exciting concepts with tremendous growth potential: -

* Ramada **(Ajmer ) 4 star Hotel**
* Maple Town and Country Club ,Palma Vihar **, Gurgaon (HARAYANA )**
* Maple Town and Country Club **, Lucknow (UP)**
* Maple Town and Country Clun **, Jaipur (Rajasthan )**
* Orchid County**, Mohali (Punjab )**
* Bake House **(Choicest Bakery Delight )**
* **Worked As General Manager**
* **Country Inn and Suites – Ajmer (Kishangarh) 4 – Star Category Hotel of 80 Key Inventories :-**23rd April 2012 - June 2016
* **J.S. HOSPITALITY:** 1st AUGUST 2009 TO 20th  APRIL 2012

# Worked as Dir. Operation ( Pan India )

J.S. HOSPITALITY is a professionally managed company in the field of Hospitality. The company was formed in 1989.The company has 2 pioneered exciting concepts with tremendous growth potential

* **PIND BALLUCHI**
* **PARK BALLUCH**
* **ASCOT HOTELS AND RESORTS** :-24th April 2007 to 31st July 2009 Company Profiles
* Worked as **General Manager** 24th April 2007 to 31st July 2009

The company had pioneered 3 exciting concepts with tremendous growth potential.

* **A Standalone Fully Serviced Apartments Complex - Savouy Suites**
* **A Composite Highway Motel with a Food Court - Savouy Green**
* **Fine Dining Restaurant with Khomcha Concept - Legends Of India**
* **PLATAEA VINE (Group of Restaurants in Singapore) :-** 04th Feb 2005 to 20th Apr 2007

Worked as **General Manager** 04th Feb 2005 to 20th Apr 2007.

* **RAS THE ESSANCE OF INDIA (CLARK QUEY)** - A standalone fine dining Indian

Restaurant

* **TENT MONGOLIAN FRESH GRILL AND BAR (CLARK QUEY)** - A standalone

Mongolian Restaurant

* **RAS PREMIUM CATERING**  - A fine dining catering concept

**RADISSON HOTEL, DELHI ( INDIA ) : July 1998 to January 2005**

* Worked as a **Restaurant Manager** at **The Great Kebab Factory** (Indian Cuisine) from 2003 to 2005
* Worked as a **Basnquet Manager** at **Banquets** from 16th Sep 2002 to 2003
* Worked as a **Restaurant Manager** at **Mad** (Italian Cuisine) from 2001 to 2002
* Worked as a **Sr. Captain** in **Savanha Bar & Tea Lounge** ( Bar & Lounge ) 2000 to 2001.
* Worked as a **Captain** in **NYC The Fun Cafe** (Coffee Shop) from 1998 to 2000

# JOB RESPONSIBILITY

**Develop and communicate cooperative goals and results to all personnel**

* Develop and review budget and goals with staff within 60 days of financial year end
* Review progress as compared to budget with staff quarterly
* Hold regular employee meetings
* Create and maintain an atmosphere in which employees willingly produce at maximum capacity
* Supervise maintenance of preferred staffing levels
* Assign employee responsibilities and maintain job descriptions
* Develop performance standards
* Supervise on-going employee training

Complete and administer a yearly merit review with all direct reports

* Develop and maintain a salary administration program and pay competitive wages based on performance
* Plan for and provide opportunities for employee advancement and development  Continually build upon personal skills and knowledge

# Public Relations

* Develop sound working relationships with other cooperatives and within the business community
* Personally and officially represent your cooperative by participating in the community
* Develop member confidence in and understanding of the cooperative
* Adhere to and promote all department and cooperative policy and decisions
* Promote participation of member customers in the cooperative  Build a positive cooperative image

# Marketing

* Prepare and review marketing plans with employees on a regular basis
* Review individual outlet marketing plans annually
* Review individual outlet sales and promotion programs annually
* Plan marketing activities and review results and expectations with employees

# Establish and achieve sales goals

* Establish sales and goals and develop plans to achieve them
* Maintain inventories at levels to assure service with a minimum of delivery delays, yet maintain inventory turn goals

# Increase market share through regular sales efforts

* Supervise sales staff and sales efforts
* Review daily reports
* Review sales results with staff regularly
* Ensure employees have the knowledge and information needed to achieve market share growth

# Service

* Ensure all customers receive courteous and efficient service from all employees
* Handle claims and complaints promptly

Promote outstanding customer service

# Reporting

* Submit monthly reports, general information and recommendations to the chairman
* Assist the board in formulating policies and provide all facts needed for board decision making
* Make policy recommendations and carry out board policies
* Help plan the annual meeting and report to cooperative members Capitalrequirements

* Present annual budget to the board
* Obtain authorized approval from the Vice President before purchasing any fixed assets
* Obtain approval from the Vice President prior to the sales of any fixed assets

**Professional Qualification :**

* Hotel Management Graduate from National Institute of Hotel Management Catering Technology And Applied Nutrition ( Jaipur ) 1998

# Education

* Passed Bachelor degree from Delhi University.

**AVINASH KUMAR**