



Contact Information

- 📍 Al Karama, Dubai, UAE
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- ✉ ugetabhi@gmail.com

SKILLS

Professional

- ❖ Good communication and Analytical skills
- ❖ Hard working and educated
- ❖ Negotiations Skill
- ❖ Communication Skill
- ❖ Aiming to achieve monthly Target.

Personal

- ✓ Ability to work under pressure
- ✓ Creative and innovative
- ✓ Time management skills

Personal Details

- Date of Birth : 17/09/1989
- Gender : Male
- Nationality : Indian
- Marital Status: Married
- Language known:
 - English
 - Hindi
 - Malayalam
 - Tamil
 - French
 - Arabic

ABHINAV K R

SUMMARY

To work in a position where I will increase gains in profit performance, revenue growth and market share by using my expertise and skills in business management and entrepreneurial drive.

WORK EXPERIENCE

- Worked as a **RESTAURANT MANAGER** in **MAKS RESTAURANT** Dubai (2 years)
- Worked as a **RESTAURANT MANAGER** in **GREEN CITY RESTAURANT** Dubai (4 years)

EDUCATIONAL ATTAINMENT

- ✚ BSC. Catering Science and Hotel Management (2014)
- ✚ Completed BSC Physics (2009-2011)
- ✚ Completed Higher Secondary Education (2008)
- ✚ Diploma in Bakery and Confectionary (2012)
- ✚ Certificate Course in Bakery and Confectionary (2013)

DUTIES AND RESPONSIBILITIES

- Setting sales goals and developing sales strategies.
- Researching prospects and generating leads.
- Contacting potential and existing customers on the phone, by email, and in person.
- Handling customer questions, inquiries, and complaints.
- Preparing and sending quotes and proposals.
- Managing the sales process through specific software programs.
- Building and maintaining a CRM database.
- Meeting daily, weekly, and monthly sales targets.
- Participating in sales team meetings
- Hire and train staff members.
- Ensure that health and safety protocols are adhered to.
- Keep a meticulous record of income and expenses.
- Order ingredients in the correct quantities for the kitchen staff.
- Communicate with customers to receive feedback and manage complaints.

Computer skills

- Basic Computer knowledge.
- Microsoft Word, Internet Browsing & Email.

PASSPORT DETAILS

- Passport No. : X6549476
- Date of Issue : 01/03/2023
- Date of Expiry : 28/02/2033
- Visa status : Employment Visa

LICENSE DETAILS

- License NO : 4438149
- Issue Date : 20/02/2023
- Expiry Date : 20/02/2025
- Issue Place : Dubai

DECLARATION

I hereby declare that all the information given above are true and correct with best of my knowledge.

ABHINAV K R