

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.



Contact Information

- 📍 Sharjah , UAE
- ☎ +971 50-376-4652
- ✉ 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

Computer skills

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

Driving license

Valid UAE Driving License

PASSPORT DETAILS

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