



## RAHUL D. RAJPUT

### Banquet Manager

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### PROFESSIONAL EDUCATION

#### B.Sc Hospitality & Hotel Management

- Institute of Hotel Management & Catering Technology, Bangalore
- Graduated in 2009 with 63%

### TRAININGS ATTENDED

- Training on Budgeting conducted by Mr Anurag Katriar, Director, Degustibus Hospitality

### COMPUTER SKILLS

- Micros, POS hospitality software
- Windows, MS-Office

### LANGUAGE SKILLS

- English, Hindi, Marathi

### PERSONAL DETAILS

- Marital Status: Married
- Date of Birth: 15-09-1988

### PERSONAL ATTRIBUTES

- I am an excellent communicator, with a friendly personality
- I am very comfortable interacting with and helping guests
- Self-confident and motivated to take up challenging assignments
- Capable team player to work with people at all levels with strong interpersonal and communication skills.

## INTRODUCTION

Accomplished F&B professional with 10+ years of experience in the F&B industry with some of the most recognised brands in India.

I hold a **B. Sc Hospitality & Hotel Management** and did my training in **ITC Grand Maratha Sheraton, Mumbai**.

Committed to and passionate about providing a quality service at a high standard in all aspects of the service industry, I have consistently exceeded expectations through hard work and hunger for learning

## SKILLS SUMMARY

- Demonstrated track record of consistently delivering high quality customer experiences, using innovation and hospitality industry best practices.
- Highly skilled in Client relationship management, thus helping create and enhance customer loyalty.
- Expert team management, having successfully led large teams.
- Strong line management, financial management and HR skills.
- Increasing productivity & profitability of the establishment.
- Strategic planning and execution abilities.
- Proficiency in Micros, POS hospitality software.

## ACHIEVEMENTS AND AWARDS

- Planned, organised, executed food festivals at the restaurant viz Bihari food festival and Parsi food festival to increase revenue and footfall.
- Planned and executed ways to make the food set up more eye appealing by introducing props and food presentation on buffet.
- Conducted staff training programmes.

## WORK EXPERIENCE

### Tote on the Turf (Degustibus Hospitality)

- Banquet Operations Manager, 31 Mar 2015 - present
- Asst Banquet Operations Manager, 31 Mar 2013 - 31 Mar 2015
- F&B Executive, 7 Feb 2011 - 31 Mar 2013



### Kentucky Fried Chicken, Bangalore

- Assistant Restaurant Manager  
July 2010 - 31st January 2011
- Shift Manager, Apr 2010 - June 2010
- Management Trainee, Jul 2009 - Mar 2010



### My responsibilities

- Responsible for smooth, efficient & profitable functioning of banquets.
- Create and implement the F&B Plan including policies, procedures, training etc.
- Maintain staff efficiency and morale at the highest level.
- Analysing and planning restaurant sales and profitability.
- Plan & plans for department sales, profitability & staff development.
- Ensure security measures for safety of guests and company property.
- Manage guest queries in a timely and efficient manner
- Budgeting and Forecasting – Revenue and Profit analysis
- Developing and fostering a culture of exceeding guest expectation.
- Manage sales/inquiries - HNI's, UHNI's, high-end Socialites, Corporate Companies, Event Companies etc.