Nitin Rawat

Business Development Executive (B2B)

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SUMMARY

Five years in hotel front office and banquet sales, now moving into B2B sales. Closed about Rs 1.4 crore in banquet and corporate booking revenue over three years, working entirely on relationships and follow-up. I have been selling for years - just inside a hotel.

EXPERIENCE

Banquet Sales Executive - Himalayan Grand Hotel Apr 2022 - Present

Dehradun

- Own corporate and social banquet bookings; closed about Rs 1.4 crore in event revenue over 3 years.
- Built and maintain a corporate account list of 40 local companies; 12 became repeat clients booking two or more events a year.
- Handle the full cycle - enquiry, site visit, proposal, negotiation, contract and post-event follow-up.
- Generated about 35% of enquiries myself through outbound calls and visits to corporate offices, rather than waiting for walk-ins.
- Negotiated pricing within a defined discount band; maintained average realisation above the property benchmark.

Front Office Executive - Himalayan Grand Hotel Jun 2020 - Mar 2022

Dehradun

- Handled guest check-in, complaint resolution and room upselling.
- Achieved the highest room-upgrade conversion on the front desk team for 4 consecutive months.

SKILLS

Sales outbound prospecting, proposal writing, negotiation, account retention, upselling

Commercial pricing within discount bands, revenue realisation, contract handling

Languages Hindi, English, Garhwali

EDUCATION

B.Sc Hospitality Management - Uttarakhand Technical University, 2020 | 74%

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