



NISHANT SINGH KALAKOTI
BRAND HEAD

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S-55/14, sector-24 DLF Phase 3
 Gurugram, Haryana, India

Performance-oriented and intelligent professional with a management degree and over 8 years of management experience in a business environment

WORK EXPERIENCE

Brand Head

Viet: Nom

01/2021 - Present

Job Role

- To take responsibility for the business performance of the restaurants.
- Budgeting and Cost Management
- Grow revenue, educate and lead strategic conversations with restaurant owners.
- To organize marketing activities, such as promotional events and discount schemes.

Restaurant General Manager

Viet: Nom

09/2019 - 12/2020

Job Role

- Prepare reports at the end of the shift/ week, including staff control, food control and sales.
- Respond to customer queries and complaints.
- Recruit, train and motivate staff.

Assistant Restaurant Manager

Roseate Hotels & Resorts

09/2018 - 08/2019

Job Role

- Handling a specialty 250 covers restaurant with budgeted revenue of 9.6 crores with help of 26 members.
- Attending regular sales meeting and self-going for sales call for corporate and embassy events.

Food & Beverage Executive

Roseate Hotels & Resorts

05/2017 - 08/2018

Job Role

- Leading a Team of 15 members and providing exceptional customer service.
- Regular sales call to assigned territories to push sales and meet targets.

Food & Beverage Assistant

Trident Hotel

11/2014 - 04/2017

Job Role

- Ensuring outstanding Guest Questionnaire Scores by exceeding and meeting guest expectations. Ensuring outstanding Leading Quality Assurance audit results.

SKILLS

Customer Service

Operations Management

Team Work

Analytical Thinking

Relationship Management

Quality Assurance

Process Management

Business Development

Trainer

Divergent Thinker

Problem solving

EDUCATION

Bachelors in Hospitality & Hotel Administration

Punjab Technical University

08/2011 - 07/2014

British Butler Program

Roseate Hotels and Resorts

06/2018

New Delhi

The British Butler Institute is world's most exclusive butler and front of house school providing international solutions.

HONOUR & AWARDS

CEO Award

Trident Hotel Gurugram

- Nominated for CEO award for the impeccable service & commitment towards the guests by going out of the way and standing by companies 'DHARMAS'.

Best sportsperson of the Year

College level

- Was selected for the best sportsperson of the year during the college time amongst all the students.

LANGUAGES

English
 Full Professional Proficiency

Hindi
 Native or Bilingual Proficiency

INTERESTS

Playing Cricket

Playing Table tennis

Travelling