**Shreenivasan Thevar**

Contact no – 9768085647

Email.smithshvj@gmail.com

# OBJECTIVE

To be associated with a progressive organization which poses a challenging & innovative career making the best of my knowledge & thus giving me scope to update my knowledge & skills.

# AREA OF SPECIALIZATION

 Business Development, Client Acquisition, Sales & Marketing, Operations Management.

# COMPUTER LITERENCE

Office Automation: Ms-Word, Ms-Excel.

# EDUCATIONAL QUALIFICATION

Bachelor of Business Administration

#  WORK EXPERIENCE

4. **Zill Management Consultant Pvt Ltd** (Position **Business Development Manager**)

Join 1.1.2015 to 31.05.2019 ( Location. Mira Road )

Assessment of marketing opportunities and target markets, intelligence, gathering on customers and competitors.

To expand the company's product reach and profit revenues by identifying new markets and attracting new clients.

To develop strategic plans and sales strategies, and to undertake presentations to and negotiations with prospective customers.

To set and ensure the achievement of daily, weekly, monthly target.

To handle the team of telesales and field executives.

To train and motivate the team to achieve the target.

To achieve and exceed the sales target of self and the team.

Senior level counseling and cold calling.

Organizing Exhibitions & seminar for the students.

To assist senior level management.

Relationship Management.

3. **Cafe Coffee Day** (Position **Cafe Manager**)

Join 1.1.2014 to 31.12.2014 ( Location kandivali)

 Food Safety Policy & fellow standard operating procedures & follow the recipe.

 maintaining the cafe clean and hygienic environment.

Daily cash tally entry & doing banking.

Team Management & making the roster.

Motivate the staff target of sales.

Control the wasting making profit.

Grooming & safety Inventoried and restocked it.

Control the wasting making profit.

Grooming & safety.

2 **Chunky's Cakes Shop** (Position **Outlet Manager**)

Join 2013 to 2014 (Location Malad)

Displayed enthusiasm and knowledge about the Cakes menu and products .

Skillfully promoted items on lists and cakes specials.

Guided guests through menus while demonstrating thorough knowledge of the food,

beverages and ingredients.

Inventoried and restocked items throughout day.

Effectively listened to, understood and clarified guest concerns and issues

Consistently kept kitchen areas clean and free of debris and water.

Accounting and banking

1 **BALAJI Fast Food Center** (Position **Outlet Manager**)

 Join 2007 to 2012 ( Location Juhu)

Displayed enthusiasm and knowledge about the restaurant's menu and products.

Skillfully promoted items on beverage lists and restaurant specials.

Guided guests through menus while demonstrating thorough knowledge of the food, beverages and ingredients.

Inventoried and restocked items throughout day.

Effectively listened to, understood and clarified guest concerns and issues

Consistently kept kitchen areas clean and free of debris and water.

Accounting and banking

# PERSONAL INFORMATION

* D.O.B :- 2/5/1989
* Nationality :- Indian
* Marital Status :- Single
* Languages Known :- English, Hindi
* Hobbies :- Listening Music
* Address :- R.S.C.37 Gorai (2) Borivali (w)

# DECLARATION

* I hereby declare that the information furnished above by me is true to the best of my knowledge and belief.

 **Date:**

 **Signature**