



**Contact Information:-**

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**Personal Details:-**

**D.O.B:** 28<sup>th</sup> Feb 1992

**Gender:** Male

**Nationality:** Indian

**Marital status:** Married

**Languages Known:-**

**English (Read, Write, Speak)**

## **Rajesh Kumar Choudhary**

### **Objective**

To work in an organization, where innovation and excellence is the way of life, where my full potential will be explored and I will get ample scope for development.

### **Professional Experience**

Currently working as a **Market Manager** for **Axis Rooms Travel Distribution Solutions** from June 2019 till the date.

Previously worked as **Cluster Revenue Executive** at **Sun Siyam Resorts (800 Keys), Maldives & Sri-Lanka** from Dec 2017 till June 2019.

### **Key Responsibilities at Sun Siyam Resorts- Maldives.**

- Analyzing booking patterns and market trends.
- Monitoring Competitor performance.
- Initiating promotions for all OTA's to generate business at key times.
- Forecasting Revenue performance.
- Monitor the content, pricing and inventory across all OTA's including brand website.
- Ensuring quality audit is run on all bookings made through all Electronic channels and to ensure that all aspects in regards to Market Codes, Source Codes and Origin Codes are correctly entered in PMS.
- Assist in checking if all Commission claims for OTAs and other Electronic Channels are done as per policy.
- Preparing daily/weekly/monthly reports of revenue such as; daily revenue report, pick-up report, market segment report, Forecast report, Direct segment pick-up report, Monthly P&L reports & presentation etc.

### **Additional Job Responsibilities:-**

- While working at the cluster office I extent my responsibilities to support the Director Of Revenue to help meet the electronic distribution strategies of the resorts in the area by extracting, compiling and running monthly reports; coordinating and updating of hotel information for new openings or existing resorts, including rate and content as

applicable, and check for rate and content availability across all channels including the brand website.

- Assist in balancing the inventory, rate management, promotion/packages upload via **Travel Click/ Axis Rooms** and ensure to maintain the rate parity among all online channel
- Participating in OTA/channel management trainings and weekly revenue Management sessions.
- Playing the role of proactive/reactive reservation/sales team member to enhance the potential business volume for the resorts.

## Previous experience

- ❖ Worked with **Millennium Airport Hotel (Millennium & Copthorne Hotels), Dubai (UAE)**, as a Reservations Executive from Oct 2014 to Nov 2017.
- ❖ Worked with **ITC Hotels (Fortune Select Metropolitan- Jaipur (Rajasthan) India**, as a Senior Reservations Associate from Oct 2012 to Oct 2014.
- ❖ Worked with **Vesta Hotels & Resorts- Jaipur (Rajasthan, India)** as a Front Office Associate from Dec 2011 to Sept 2012.

## Industrial training

- ❖ Have successfully completed the **Six months Industrial Training at Shiv Vilas Luxury Resort- Jaipur (Rajasthan, India)** in all operational departments.

## Professional qualifications

Subject/Specialisation	University/Institute	Duration/ Year
MBA/ International Sales & Marketing	Sikkim Manipal University, India	Apr-2014 to May- 2016
Bsc in catering science & Hospitality Management	UEI Global /Bharthiar University, India	Mar- 2009 to May- 2012
Diploma in Food & catering in International Hospitality Management	Hotel School, The Hague	May-2009-Apr 2010

## Academic qualifications

- ❖ Completed schooling from **Kendriya Vidyalaya (Central board of secondary education)** India in 2009.

## Activities & awards

- Achievement of 100% attendance & punctuality.
- Twice got nominated for Employment of the month in Millennium Airport hotel, Dubai & once at ITC, Fortune Select Metropolitan, Jaipur.
- Appreciation letter from **Revenue Manger**, Millennium Airport hotel, Dubai.

## **Organisational skills & competences**

- Proficient in using Property Management Systems, ie. **OPERA & IDS**.
- Fair knowledge of Rate & Channel Management Systems. ie. **Travelclick (i-hotelier), Rate Tiger, Axis Rooms, Ezeyield & IDEaS**.
- Basic knowledge of **Vision Excel** (Database wizard of Microsoft office).

## **Project assessment**

- Successfully completed a detailed report on hotel statistics & strategies for ITC Hotels & Resorts Jaipur (Rajasthan, India) on various departments' involvement to maintain & develop the standard procedure of the hotel.
- Project completed on 'Study of customer satisfaction & perception about SUV cars in Surat City, Gujarat India.

**Rajesh Kumar**