



## **Debottam Pal : Professional Summary**

Over 19 years of experience in Hospitality Industry and Entrepreneurial proficiency focused in deriving Profitability through best practiced SOPs, Operational Excellence, and Sales & Marketing. Converging on maximizing profitability thru highest level of customer satisfaction by vigorous process of cost & revenue management, acquiescence & unremitting process improvement programs and trainings.

### **Functional Expertise in the following Areas**

Revenue Management, Funds Management, Budgeting & Forecasting  
Operations Management, Vendor Management, Training and Orientation  
Transitions and Operations framework with Training & Development  
Guest & Employee Satisfaction Management through Lead and Lag Measures  
Business Development & Customer Relationship Management  
Sales & Marketing expertise in Hospitality & Service Industry

### **Organizations worked with**

TGI Hotels & Hospitality Services Pvt. Ltd.  
Choice Hotels India Pvt. Ltd.  
Sulu's Veda Ltd., Ghana (International Exposure)  
Keys Hotels & Resorts Pvt. Ltd.  
Hotel Radisson Blu Atria Pvt. Ltd.  
Taj Group of Hotels

### **Hands on Practices**

HACCP / FSSAI / Government Licensing & Liaisoning

 +91 99 8689 0903 / +91 87 7826 9832

 [debu\\_in@yahoo.com](mailto:debu_in@yahoo.com)

### **Project, Pre-Opening, Launch, Operation**

- **Launch:** Hotel Southend By TGI
- **Pre-Opening:** Hotel Southend By TGI
- **Project:** Hotel Southend By TGI
- **Operation:** Hotel Atithi & All
- **Customer Centricity:** All Hotels
- **Rendezvous:** TBA

### **Experience Break-Up**

- General Manager (2.5 Years)
- Director Food & Beverages (3 Years)
- F&B Manager (5 Years)
- Team Leader (2.5 Years)
- Team Member/Associate Leader (5.5 Years)