


PARDEEP KHAJURIA

REGIONAL SOB LEAD

CONTACT INFO

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 593, 2 Narwal Pain, Satwari,
Jammu, J&K

PROFILE

Dynamic and results-driven business leader with over 9 years of experience in revenue management, business development, and team leadership within the hospitality sector. Proven track record of driving significant revenue growth, optimizing operational efficiencies, and enhancing customer experiences. Adept at strategic planning and executing initiatives that improve market share and profitability.

CORE COMPETENCIES

- **Revenue Growth Strategies:** Expert in P&L management and revenue optimization, delivering 20-30% annual revenue increases.
- **Business Development:** Skilled in identifying and capitalizing on market opportunities, achieving 120% of sales targets consistently.
- **Operational Excellence:** Proven ability to enhance supply chain processes and drive operational efficiencies.
- **Team Leadership:** Experienced in building and mentoring high-performing teams, reducing turnover by 10%.
- **Customer Experience Management:** Committed to exceeding guest expectations, leading to a 15-25% improvement in satisfaction ratings.

EXPERIENCE

Regional SOB Lead(Nagpur, Pune, HP, Dehradun, Shimla, J&K, Goa)

OYO Hotels And Homes

MAR 2024-PRESENT

- Lead property leasing initiatives across multiple regions, successfully onboarding 80+ new properties in the first 2 Months, contributing to a 15% increase in the regional portfolio.
- Oversee operational management for 150+ leased properties, ensuring compliance with quality standards and achieving an average occupancy rate of 75%.
- Analyze market data and operational metrics to drive decision-making, resulting in a 10% improvement in property performance metrics and a 20% boost in guest satisfaction scores.
- Collaborate with cross-functional teams to implement best practices in property management, leading to a 30% reduction in operational issues reported by property owners.

City Head- GOA, HP, J&K
OYO Hotels And Homes

MAR 2022-AUG 2024

- Led P&L for a region contributing ₹30 CR in annual revenue, implementing strategies that resulted in a 20% year-on-year growth in occupancy rates.
- Developed a robust client acquisition strategy, successfully managing a portfolio of 3,000 rooms and achieving a 30% increase in supply efficiency.
- Mentored and managed a diverse team of 20, fostering a high-performance culture and enhancing team productivity by 15%.
- Enhanced operational processes, leading to a 25% reduction in partner churn through proactive issue resolution.

Area Supply Manager – HP and J&K
OYO Hotels And Homes

MAR 2021- FEB 2022

- Executed the Tout Network launch in Shimla and Katra, achieving operational efficiency gains of 30%.
- Oversaw a portfolio of 3,000 SRNs, implementing quality control measures that improved repeat business by 15%.
- Drove initiatives that significantly improved guest experience metrics, contributing to positive feedback increases of 25%.

Business Development Manager – J&K
OYO Hotels And Homes

SEP 2019- MAR 2021

- Generated leads and onboarded new properties, increasing regional market share by 15% and consistently achieving 120% of sales goals.
- Identified competitive advantages to convert prospects, significantly boosting revenue streams.

AVP Delhi
Warofthewits Solutions Pvt. Ltd.

- Demonstrated products to key stakeholders, resulting in a 30% increase in client engagement and sales conversions.
- Cultivated and maintained strong client relationships, facilitating contract renewals and upsells.

OTHER EXPERINCES:

- **Regional Sales Manager** - Warofthewits Solutions Pvt. Ltd. (Oct 2019- Feb 2019)
- **Business Development Manager** – North Region at CADD Centres (March 2018 - September 2018)
- **Business Development Manager** at Next Education India Pvt. Ltd. (February 2017 - January 2018)
- **Sales and Marketing Associate** at Baryons Software Solutions India Pvt. Ltd. (August 2016 - February 2017)
- **Sales and Marketing Associate** at Arcadix Private Ltd. (July 2013 - July 2014)

EDUCATION

MBA (Finance & Marketing)

Community Institute of Management Studies, Bangalore University

B.Tech (Information Technology)

Shaheed Udham Singh College of Engineering & Technology, Punjab Technical University