



NEERA SHARMA

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PROFESSIONAL OBJECTIVE

To be a part of an esteemed organization and apply my practical experience in various challenges faced in new projects.

SKILL SUMMARY

Have the ability to work under pressure within tight deadlines in a challenging atmosphere with a highly professional attitude. Taking a positive approach to everyone and respecting them.

COMPANY : Golden Sands Hotel Apartments
PERIOD : June 2024 till April 2025
DESIGNATION : Senior Sales Manager

JOB PROFILE :

- Built long term relationship with corporate clients, TMC and Consortia.
- Improving customer retention, securing new accounts and maintaining existing accounts to maximize the profitability of the hotels
- Execute sales plan based on market conditions, trends and business segments
- Prepare sales reports, competitive intelligence information and provide pricing strategy within the designated
- Led and mentor the team, through training, guidance and constructive feedback.

COMPANY : Mercure Hotel (Accor Group).
PERIOD : June 2022 till June 2024
DESIGNATION : Sales Manager

JOB PROFILE :

- Forecast, strategies and execute sales plan based on market conditions, trends and business segments.

- Explore partnerships with Corporate clients, TMC and Consortia through local contracting or / and RFPs.
- Prepare sales reports, competitive intelligence information and provide pricing strategy within the designated market.
- Securing new accounts and maintaining existing accounts to maximize the profitability of the hotels.
- Extending support to the sales, operational, administrative team and display a pleasant manner & positive attitude at all time to promote a good company image to guests and colleagues

COMPANY : Fraser Suites Dubai
 PERIOD : April 2016 till March 2022
 DESIGNATION : Senior Sales Manager

JOB PROFILE :

- Actively sell all hotel services through sales calls, telemarketing, entertainment, sales trips, RFPs, events and other channels.
- Forecast, strategies and execute sales plan as requested by the Director of Sales.
- Provide feedback on the marketing conditions & trends and give suggestions & ideas in positive note and encouraging the same.
- Consolidate sales reports and applicable information.
- Establish strong relationships with customers as well as colleagues by providing guidance & encouraging teamwork

COMPANY : Grand Millennium Dubai
 Hotel PERIOD : December 2013 till October 2015
 DESIGNATION : Corporate Sales Manager.
 JOB PROFILE :

- Establish sales objectives by forecasting and developing corporate account through action plan.
- Provide feedback on the marketing conditions & trends and give suggestions & ideas in positive note and encouraging the same.
- Display a pleasant manner and positive attitude at all time to promote a good company image to guests and colleagues.
- Prepare reports and action plans as required.

COMPANY : Pullman Dubai / Pullman India (Accor Group).
PERIOD : July 2010 till September 2012.
DESIGNATION : Corporate Sales Manager.
JOB PROFILE :

- Securing new accounts and maintaining existing accounts to maximize the profitability of the hotels.
- Handle RFP
- Display a pleasant manner and positive attitude at all times to promote a good company image to guests and colleagues.
- Closely coordinate and communicate with the all the departments.
- Prepare reports and action plans as required

COMPANY : Rotana Group of Hotels.
PERIOD : Aug 2008 till July 2010.
DESIGNATION : Sales Manager, Dubai and Northern Emirates.
JOB PROFILE :

- Generates and maintains customers of defined accounts / areas through sales activities (face to face sales calls, telephone calls, entertainment)
- Where applicable, closely coordinate and communicate with outbound sales office with regards to accounts that are serviced by Outbound Sales.
- Implement, achieve and perform activities outlined in the sales action plan and objectives given by the DOS.
- Provide concrete feedback to the sales team on the changing marketing conditions & trends in market, through direct sale calls, competition check and networking with accounts.

QUALIFICATIONS PROFESSIONAL

Diploma in Hotel Management from FCM, India and professional course in Travel and Tourism from Bhartiya Vidya Bhavan, India

PERSONAL DETAILS

Nationality : Indian
Interest : Music, Painting, Spending time with friends and family

NEERA SHARMA MANDAL