



# RISHI RAJ VS

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## SUMMARY

Results-oriented and Proven track record of success in Sales Target, problem-solving, and cross-functional collaboration. Adept at utilizing cutting-edge technologies to optimize processes and enhance overall efficiency.

Currently aspiring to leverage my passion for travel and tourism. Eager to apply academic knowledge and hands-on experience gained through internships to deliver exceptional guest experiences.

## WORK EXPERIENCE

**Sales/ Marketing experienced Motors Consultant, Incheon KIA - Car Dealers** Jan 2023 - Present

- Collaborate with senior management to develop and implement strategic initiatives aligned with Kia's long-term business goals.
- Conduct comprehensive market research and analysis to identify opportunities, trends, and competitive threats.
- Evaluate current processes and systems, identify inefficiencies, and propose solutions to streamline operations and improve productivity.
- Identify new business opportunities, partnerships, and market segments to expand Kia's market presence and revenue streams.
- Build and maintain strong relationships with internal stakeholders and external partners to foster collaboration and drive consensus on strategic priorities.
- Develop key performance indicators (KPIs) and metrics to monitor project outcomes and assess the effectiveness of implemented strategies.

**Leela palace, Chennai**

- **Food & Beverage Service:** Successfully managed guest dining experiences, customer satisfaction, Proficient in POS systems and maintaining service standards in a fast-paced environment.
- **Housekeeping:** Delivered meticulous cleaning and room preparation services to uphold hotel cleanliness standards.
- **Front Office:** Guest reception services, including check-ins, reservations, and inquiries. Skilled in managing phone calls, correspondence

## EDUCATION

- **Bsc Travel And Tourism** - Oriental School of Hotel management - IGNOU **2023**
- **Bsc Hospitality and Hotel Administration** - Oriental School of Hotel management - NCHMCT **2022**
- **Higher Secondary** - Crossroads Higher secondary School Kerala State board **2019**
- **10th** - Eden Public School - CBSE **2017**

## LANGUAGES KNOWN

Malayalam: Native

English: Proficient

Tamil and Telugu: Dimulative

## ACHIEVEMENTS

- **Best trainee of the month** - Best trainee of the award by leelapalace chennai - Proven track record of success in Sales Target
- **Hurdles champion** Sub district Hurdles champion a during high school
- **IELTS** IELTS cleared with an overall 6.5 and individual 6 and above

## STRENGTHS

Team player, Diligent, Attentive, Receptive, Interpersonal, Physically fit, Patience, Tolerance, Endurance, Resilience

## AREAS OF INTERESTS

Travel & Tourism

## LEISURE PURSUITS

Fitness regimen & Workouts, Movie-watching, Travelling