



Pradeep Nair

GM Corporate Sales / B2B North India

An innovative professional with 18 + years of progressive experience within the Corporate Sales & B2B Sales with experience of Sales and Operations in Travel Industry/ Food Industry and the skills to drive business growth, capitalize on new revenue potential, and manage all aspects of daily business operations



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CM3/ 0606 Super Tech Cape Town Sector 74 Noida Uttar Pradesh (India), Noida, India

SKILLS

Business P&L

Key Accounts Management

New Market Penetration

Sales Growth

Contract Negotiations

Team Management

LANGUAGES

English, Hindi

Native or Bilingual Proficiency

INTERESTS

Love Travelling, Play Outdoor games

WORK EXPERIENCE

GM Sales - Corporate & B2B

Bloom Hotel Group / Imperativ Hospitality Pvt Ltd

09/2021 - Present

New Delhi

Founded in 2011, bloom Hotel Group is the undisputed quality leader of the mid-market hotel segment in Asia. The company currently operates four pioneering brands: bloomrooms, bloom Suites, bloom Boutique & X by bloom

Achievements/Tasks

- Responsible to Manage 23 Properties Pan India, Managing all aspects of sales and operations on daily basis , Managing a team of 10 people including, DOS,ADOS, Sales Managers and Assistant Managers
- Managing a key portfolio of corporate segments, developing new business relationships, accounts prospecting, qualifying accounts for potential business to ensure revenue generation by selling hotel services based on need
- Identify new markets and business opportunities and increase sales.
- Represent Hotels in various events and exhibition.
- Implements all sales action plans related to my market areas as outlined in the marketing plan.
- Conducts daily sales calls and arrange site inspection trips to hotels by corporate clients.
- Able to provide Quick and timely responses, immediate communication to the properties, develop professional long term business relationships
- Few Majors clients : ZOMATO,KPMG,EY,DELL,COAL INDIA,BBC,NAMANSTAY,ADANI GROUP,SUN PHARAM,BLINKIT,GREAT LEARNING,CANARAHSBC,INDUSLAND BANK,WECAREHEALTH, Nissan ABC, Cars24, Cashify, Northern ARC

WORK EXPERIENCE

Business Head Corporate Sales North India

MaLunch India Tech Pvt Ltd

04/2020 - 08/2021

Noida

MaLunch India is new Edge Corporate catering company, founded in 2019 state-of-the-art technology platform.

Onboarding Corporate Cafeteria, Planning client acquisition strategies, Lead Generation through various sources, meeting Head 's - HRs, Admins, Facility manager.

▫ **Roles and Responsibilities**

- Client Relationship Management and Revenue Generation
- Effectively engaging with the clients and generating the set targeted revenue
- Analyzing, differentiating, and converting clients from hot prospects
- Calling prospective clients and engaging with them to maximize sales
- Focusing on building a long-term relationship with the clients
- Key accounts Catered by MaLunch India 2020 - Safdarjung Hospital, AIIMS Hospital, Hindu Rao Hospital, Bata India, Indiabulls Gurgaon, Binary Semantics & few marriage functions & Events. These are few accounts that we provided service for year 2020 to till date.

Regional Manager Corporate Sales North & East

Fab Hotels Pvt Ltd

10/2018 - 12/2019

Gurgaon

Fab FabHotels is a technology-driven budget hotel franchise brand. They currently operate 6000+ rooms across 250+ franchise hotels in 20+ major cities across India.

Roles and Responsibilities

- Meeting and developing relationships with key corporate clients
- Core team role with direct reporting to founders and P&L ownership
- Attract, retain & manage the growth of city & area teams within the region
- Support & liaise with marketing, branding, sourcing, operations & finance teams
- Design & drive regional strategy & execution for B2B initiatives
- **Key Corporate Accounts:** Ceragem Pvt Ltd, Shuttle India, Rivigo, Dr LalPath Labs, Cars24, L&T, Aptech India, Philips, Shalimar Paints, Pantaloons, Hero fin corp Philips India Pvt. Ltd USHA India, My Taxi India, Urban Clap, Publis media, ICL Fertilizers, PMG ASIA, Grofers, Air Vistara, Thomascook,

WORK EXPERIENCE

Regional Manager Corporate Sales Delhi/NCR

Gilpin Travel Management

04/2015 - 09/2018

Delhi, India

Gilpin Tours & Travel Management is the Indian arm of Gilpin Travel Management, Australia,

Achievements/Tasks

- Ownership of sales targets develops and market new products corporate travel. Managing sales team and operations team . Frequent sales calls with existing corporate and new corporate
- Generating business for MICE Moments and Leisure market , MIS Reporting, Event participation, Brand promotions.
- Strategic thinking, Influence and negotiation, Problem-solving and decision making, Acquiring new corporate clients for Corporate travel business and MICE business
- Key responsibilities: Core team role with direct reporting to founders and P&L ownership Design & drive regional strategy & execution for B2b initiatives, Manage & drive the growth & margin targets for respective region Attract, retain & manage the growth of city & area teams within the region Support & liaise with marketing, branding, sourcing, operations & finance teams
- **Key Corporate Accounts:** PMG Asia, Indiabulls, Mesco Steel, Excel Point, Indirasystem,SironLabs, Urban Clap, Intec India,Nippon India, · Lahmas Satellite System, Pathways Schools, Sree Cements, United BioTech

North India Head Holidays

Akbar Holidays Pvt Ltd

04/2013 - 03/2015

Delhi, India

Akbar Travels of India is the largest Travel Company in India in terms of number of IATA approved Branches, staff strength and business turnover 10000 Cr

Roles & Responsibilities

- Key responsibilities: Meeting Corporate for MICE and leisure moments
- New staff hiring, Database updating, and Brand Promotions, Travel trade meets
- Managing all aspects of daily business operations with the existing clients
- Generating various reports required by the management on Weekly, fortnightly and monthly basis
- Regular sales calls to various North Indian states to meet up existing clients
- Responsible for the performance evaluation, mentoring, growth & development of location staff
- Optimization of productivity of staff allocated, manpower planning and support in the interview and hiring process
- Plan and formulate sales and revenue budgets. Ensure cost-effectiveness is achieved in all areas of the business through the efficient utilization and deployment of resources and through effective working practices and policies
- **KEY Corporate Accounts:** Vodafone India, USHA Lexus, Ambuja Cements, Sree Cements, Banagur Cements, HdfcLife, New Gen Technology,OLX India,Allison Transmission,NEC India

WORK EXPERIENCE

Branch Manager North Bonton Holidays Pvt Ltd

08/2010 - 03/2013

Delhi, India

Bonton Holidays Pvt. Ltd. is part of the Bonton Group of Companies. The Company was established in July 2009 as a 360° travel management company.

Achievements/Tasks

- Set up North India Branch and headed independently and monitored all day to day activities and single handedly taken care of Business development, client relation, hiring a new team actively involved in all day to day operations and sales with great support and mentoring from our Group MD Avانش Sharma
- Played a Key role in establishing Bonton Tours LLC Dubai Based DMC in North India market by various Marketing strategies
- Management, financial functions, Including P& L and all administrative affairs, appraising feasibility of new business sales strategies and recommending the same to clients.
- **Key Corporate Handled during the Tenure:** ICICI prudential mutual group to Dubai 1500 People Series group, Ambuja Cements 700 dealer group to Dubai, Aegon Life : 200 group to Thailand , Bajaj Motors: 100 People group to GOA , PMG Asia group to Kochi 200 People and few other corporates.

Asst Manager Corporate Sales Uniglobe Mod Travels

11/2008 - 07/2010

New Delhi

Corporate Travel Management Company

Achievements/Tasks

- Worked with UNIGLOBE Mod Travels, as Assistant Manager Corporate sales and Client relations
- Acquiring new corporate clients for Corporate travel business and MICE business
- **Clients Serviced during Tenure :** Gammon India Limited, RK Swamy, Solvida Software, BDP Design, Mescosteel, United Biotech, IVL Dhunishri

Team Coach

WNS Global Services (Travel BPO)

05/2006 - 06/2008

Gurgaon

Worlds Leading Travel BPO

Achievements/Tasks

- Worked as a Travel consultant for Carlson Wagonlit travel-Australia and it was one of the first outsourced process of Carlson Australia and the entire team is trained and certified by the Australian team and got promoted as a Team Coach

Sr Executive

IBM Daksh

08/2003 - 05/2006

Gurgaon, Haryana

India's Leading BPO

Achievements/Tasks

- An interface with the team at United States for the communication related to the project. Queues Handled: Yahoo! Travel. : Worked for US process handling US Clients for their local needs to ticketing, Hotel booking and amendments. **ACHIEVEMENTS** Won many awards and prizes for consistent performance

PERSONAL DETAILS

DOB: 26 :05:1980 Father's Name : KP Nair

EDUCATION

MBA in Marketing

SMU (Distance learning)

05/2006 - 06/2009

New Delhi

Courses

- MBA in Marketing

Diploma in Travel and Tourism

Bhartiya Vidya Bhawan New Delhi (Regular)

01/2003 - 12/2003

New Delhi

Courses

- Diploma in Travel and Tourism & Foreign Language

BA Pass

Delhi University

05/2000 - 06/2003

New Delhi

Courses

- Bachelors in Arts