

## SEBASTIAN GABRIEL

@ sebastiangabriel180@gmail.com

7356119136

M.E.S colony ,power house bungalow number 9/f , Lalitpur road  
Jhansi U.P

### Objective

Having always been a fan of dynamic work environment. I am pleased to offer a number of bespoke skills within food and beverage industry .Not only has my past employment focused upon this sector ,but I have boistered my hands on training experiences with numerous training courses .This makes me an ideal candidate for this position . I am also looking to pass my knowledge off to others who may just be entering this amazing environment . I am also known for my hard work and my excellent communication skills and ability to cater to the needs of individual customer . I believe all these talents are absolutely essential in our modern times .

### Experience

#### CGH Earth Group

2016 - 2018

Captain

Implementing new ideas for business development. Increasing sales and upkeeping the demand expected .

Taking daily briefing for guiding team on day to day operations .

Developing contacts for B2B sales and growth in revenue.

Assisting the management for setting budgets in operations .

Managing a team of professionals for restaurant operations .

Develop a strategy the team will use to reach its goal.

Provide timely training that team members need. Listen to team member's feedback.

Monitor team members' participation to ensure the training they are being provided is being put to use and also to see if any additional training is needed . Manage the flow of day to day operation .

Create reports to update the company on the team progress.

Distribute reports to the appropriate personnel. Developing and implementing a timeline for team to reach it's goal.

#### Zomato Pvt Limited

2018 - 2019

Sales Manager

- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status

## Zomato Pvt Limited

2019 - Current

Accounts Manger

A key role in delivering this value by acquiring and growing relationships with merchants across our Advertising, Online Ordering and Gold Platform.

Works simultaneously on multiple fronts - user on boarding, retention along with restaurateur experience and real time payment settlements .

A field intensive role where i help restaurants market, engage and connect with their audience better by selling Zomato platform .

Effectively search prospective clients and convert sales leads, which could range from stand alone restaurants to chains with national presence .

Manage end-to-end client relationship including pitching, negotiation, contracting, billing/ invoicing, payment collection, results tracking and troubleshooting .

Ensure daily reporting as per the tools made available from time to time and timely and accurate updating of account data in existing sales MIS systems .



## Education

### Munnar Catering College

2013-2016

B.SC and Diploma in Hotel management and catering technology with 72%

### Christ the King College (ICSE Board)

2010

10th Certificate

### Christ the King College (ISC Board)

12th



## Language

 Hindi

 English

 Malyalam



## Personal Details


 Date of Birth : 17/10/1994

 Marital Status : Single

 Nationality : Indian



## Declaration

 I hereby declare that evidences that I have enclosed are true and to the best of my knowledge .