

Hello

I'm Dhruv Sood



Address - T 324, General Market Paharganj

New Delhi 110055

E-mail - dhruvsood11@yahoo.com

Mobile - +91 – 9999090723

Skills

- Linear programming techniques and Excellence in Optimal dynamic pricing (Excel Solver)
- Studying booking curve in forecasting.
- Using pricing for segmentation & Customer reactions to dynamic pricing.
- Variable pricing & Advanced forecasting for hotel RM.
- Using customized pricing for implementation for optimal revenue management.
- Expert knowledge of business principles such as marketing strategy, revenue analysis and e-commerce business models and great project management skills.
- Taking responsibility, Understanding my job, Customer Focus, Teamwork, Adaptability, Developing Self and Reliability.

Experience

October 2017 – Feb 2021

The Metropolitan Hotel And Spa “Connaught Place”- *Revenue Management And Distribution “Senior Executive”*

- Handling the revenue sector and implementing pricing strategies.

- Responsible for revenue optimization decisions and maintaining effective communication of results with B2B & B2C OTA's.
- Manage and Mentor area revenue analyst.
- Responsible for exceeding a monthly revenue quota with 10 to 80 room's daily.
- Learn about the constant changes of revenue management at a downtown property.

September 2016 - September 2017

Lemon Tree Premier "Aerocity" Corporate - Revenue Management And Distribution
"Revenue Executive"

- I learnt about the basic concepts of hotel revenue management.
- Interacted with OTA's to solve the rate disparity issues.
- Made daily OTA issue report, OTA positioning report and Hotel Comparison Report.
- Gained comprehensive knowledge of all departments of the hotel.

Internships

- **ITC Sheraton Saket** - Summer Training "2.5 Month's"
- **Le Meridien New Delhi** - Winter Training "4 Months"

Education

May 2018

IIM Ahmedabad - *Executive management programme "RMDP"*

Excel Solver, Linear Programming, Nonlinear Programming, Demand-Supply Forecasting, Hotel revenue management, Customers reaction to dynamic pricing, Advanced Forecasting, Booking curves in forecasting, segmented and Variable Pricing.

October 2016 - October 2018

SMU University - *Revenue and sales Management "MBA"*

Retail marketing, Consumer behaviour, Sales distribution & Supply chain management, Legal aspects of business, Financial management, managerial economics, Statistics for management, Financial and management accounting, Business communication, Marketing research.

July 2012 - September 2016

BCIHMCT New Delhi - *Bachelor of Hotel Management and catering technology*

Advance Food Production Mgmt, Rooms Division Management, Advance Rooms Division Mgmt, Advance Food & Beverage Service Management, Advance Food & Beverage Services Management, Advance Housekeeping Operation Mgmt, Entrepreneurship Development & Business Strategies, Financial Management, Financial Management, Managing Hospitality Human Resources, Managing Hospitality Human Resources, Hospitality Service Marketing & Sales Integrated, Marketing Communication.

Extra Curricular activities

- Equity and derivative market analyst and investor.
- Currently doing an research and collecting funds for an upcoming hotel PMS system with Mr: Rajeev Malhotra "CEO of Hotellauncher.com"
- Blogger (Research on late T,V Actor shri BK sood) "BK Sood the great tv artist".
- Have acted in coconut productions TVC for pakistan and kazakhstan "Brand - Mayfair"
- Working with Parhit band for my second youtube video.

Personal details

Father's Name : Mr. chetanya sood
Date of Birth : 11-01-1994
Nationality : Indian
Height : 5'8"
Language Known : English, Hindi,punjabi , spanish.
Hobbies : Driving, Music, cultural activities,skating .

Place: New Delhi

Dhruv sood