

+91 99956 89354

sujithrgr88@gmail.com



EDUCATION

Msc Computer Technology
Anna University –Chennai
2007–2011

SKILLS

Management Skills	<div style="width: 80%;"></div>
Creativity	<div style="width: 85%;"></div>
Digital Marketing	<div style="width: 85%;"></div>
Negotiation	<div style="width: 80%;"></div>
Critical Thinking	<div style="width: 80%;"></div>
Leadership	<div style="width: 80%;"></div>

LANGUAGE

- English
- Malayalam
- Tamil

SUJITHRA G R

Sales and Marketing Manager

ABOUT ME

Highly accomplished and results-driven Sales and Marketing Professional with 8+ years of expertise specializing in the Hotel and Event sector.

EXPERIENCE

- Sales and Operations Manager** *Feb 2025-Apr 2026*
Spice Country Group Of Resorts
 - Achieved 120% of annual sales targets by securing 15+ corporate clients for high-profile events.
 - Developed and executed multi-channel campaigns (digital/PR) for 8 major events, increasing average ticket sales/registrations by 35%.
 - Utilized CRM and analytics tools to track campaign ROI and refine strategy, consistently improving the client acquisition cost by 15% quarterly
- Asst. Sales Manager** *April 2021- Jan 2025*
Spice Country Group Of Resorts
 - Sales & Marketing: Revenue Management (RM), Sales Strategy, Digital Marketing (SEO/SEM), Social Media Management, CRM, Public Relations (PR), Brand Management, Group Sales, Corporate Sales. Technical
 - Proficiency: Opera PMS, Delphi FDC, Salesforce, Microsoft Office Suite, STAR Report Analysis, Google Analytics.
- Sales and Marketing Manager** *June 2017-Jan 2021*
Chrysalis and Media Advertising LLC
 - Drove significant revenue growth by developing and executing integrated advertising campaigns across digital and traditional media platforms, exceeding quarterly sales targets consistently. Spearheaded client relationship management and business development efforts, successfully securing and retaining key accounts and negotiating complex, multi-platform media deals.
- Asst. Sales Manager** *Feb 2014-June 2015*
Florris General Trading LLC
 - Provided support to the Sales Manager by coordinating sales activities, handling key client accounts, and analyzing performance data to ensure smooth and effective operation of the trading company's sales department

REFERENCES

Sibi Sebastein

Director–SpiceCountry Group of Resorts

Phone: +91 97458 03111