

VARUN HASIJA

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Education

Master in International Hotel Management

October 2013 - present

Blue Mountains International Hotel Management School

Bachelor of Commerce (Honours)

July 2008-June 2011

University of Delhi, India

Soft skills

- Customer relations
- Multi Tasking
- Effective Communication skills
- Time management
- Analytical Skills
- Negotiation Skills

Technical skills

- Micros
- Microsoft Office
- Opera PMS
- Operating System – Windows and Mac
- Advanced Internet User Skills

Professional experience

Food and Beverage Attendant (Acting Supervisor)

Pullman Sydney Hyde Park (ACCOR Hotels)

November 2013 - present

- Taking responsibility for smooth functioning of all Food and Beverage outlets during the absence of Management Staff. Ensuring an eye for detail and maintaining high standards of quality in service throughout all food and beverage outlets in the hotel,
- Working at the Fine Dinning Restaurant – Windows on the Park and Assisting banquets and Room Service
- Customer Service, Multi tasking and working under pressure
- Handling customer complaints, setting tables, working with Micros, cashiering and credit cards.

Restaurant Attendant (Grade 3)

March 2014- Present

Australian Turf Club

- Working in different Venues at the Royal Randwick Racecourse during race carnivals
- Servicing high profile members of the club (Including Diplomats) and exceeding service quality standards

Sales and Marketing

January 2013- September 2013

Pullman Gurgaon Central Park, India (ACCOR Hotels)

- Target market acquisition, Maintaining client relationship and setting up of the department from scratch
- Solely handling the entire social events sector for the hotel, achieving a targeted budget of AUD 550,000, before year end

- Assisting the Leisure sales team in closing leads and managing important clients
- Assisting the Director of Sales and the Revenue Manager in preparing various statistical reports for revenue maximization.

Analyst – Global Transfer Pricing Services

July 2011-January 2013

KPMG, India

- Client Relationship
- Undertaking benchmarking analysis to prepare the economic analysis for the international transactions in varied industries including tax planning and tax compliances.
- Report writing, Client proposals, presentations, documentation, Research, Analysis and Interpretation of Tax legislation and skill building
- Worked on an assignment with the Global Tax Management System (GTMS) team for a period of 3 months, assisting them in:
 - a) Competitor Analysis and Research Articles
 - b) Marketing Presentations
 - c) Client proposals
 - d) Creative Ideas and Value Addition to work

Positions of Responsibility

Vice President – AIESEC, Delhi Chapter

AIESEC, India

January 2010-January 2011

- Elected to represent AIESEC – the world's largest not-for-profit student organisation, represented in 110 countries. Lead, initiated, organized and conducted high profile international business events across different cities in India
- Managed and trained a team of 60 diverse individuals, developing Human Resource strategies for performance, innovation and skill building.
- Facilitating large-scale seminars of approximately 200-300 people, to scope out potential clients and stakeholders and Striking partnerships for sponsorship and fund raising for internship funding and business development purposes.

Captain – Swimming Team

Delhi Public School

January 2007-January 2008

- Represented the school at national, state and district forums, winning several laurels for the same.
- Mentoring and coaching a team of 40 diverse individuals, facilitating training programs for team work and skill building

Other Achievements

Food and Beverage Training

October 2013-December 2013

Blue Mountains International Hotel Management School

Responsible Service of Alcohol

October 2013-October 2018

NSW Office of Liquor, Gaming & Racing