

## **Siddhartha Sankar Banerjee**

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### **Summary**

Experienced in driving business growth through targeted lead generation strategies, particularly emphasizing business development. Proficient in fostering collaborations and forging partnerships. Drawing from a seasoned background in Tourism and hospitality operations, public and government relations, and extensive networking, adept at cultivating and sustaining mutually advantageous relationships.

### **Experience**

**Lead Strategic Partnership | Medhavi Skills University | Jan 2022 - Present | New Delhi**

- Successfully launched the Industry Interacted Program through strategic partnerships with leading hospitality chains like InterContinental, Crown Plaza, Holiday Inn, Holiday inn Express (IHG) Westin (Marriott) Radisson, Hyatt Regency, ITC Sonar, The Fern Group and Sodexo. This program also involved collaborations with renowned organizations in diverse sectors, including the Centre of Excellence Maritime and Ship Building, Polyrub, INIFD, and ICPAIndia.
- **Independent Consultant | Various Organizations | 2018 - 2021 | New Delhi**
- Served as the CEO of the National Sports Club of India and managed the operations of 12 F&B outlet and administration of the Renowned Royal Sports club.
- Worked as a consultant for NSDC/SSC-MEPSC, SPEFL-SC NIRDPR-DDUGKY, PMKVY and Ernst Yong (EY) on various Skill Development/World Bank projects related to hospitality, management, entrepreneurship, and e-learning.

**Head Skill Development | PSIPL (Kalpataru Group) | May 2018 - Dec 2018 | Mumbai**

- Led the skill development initiative of the company and coordinated with various stakeholders, including NSDC, SSCs, Sate Skills Mission, PAN India Skill Training partners, for candidates.

**Nodal Head | Tourism & Hospitality Skill Council | Oct 2015 - Apr 2018 | New Delhi**

- Represented the council in most of the meetings and workshops across the country and contributed to accreditation, capacity building, training the trainer, center validation, training audits, and curriculum alignment.
- Facilitated skill training and resettlement for Indian Armed Forces personnel at Gorkha Regiment and The Garhwal Rifle.

**Head of Training and Development | VResorts | 2014 - Sep 2015 | New**

Delhi

- Established brand standards and developed training modules and materials for the 35 Resort chain.
- Conducted training needs analysis, delivered training sessions, and achieved training outcomes as business needs and standard.

**Academic & Placement Head | UEI Berggruen Education | 2007 - 2013 | New Delhi**

- Designed and developed course curriculum for Tourism hospitality and aviation courses according to the guidance of Hotel School The Hague.
- Responsible for training quality assurance, placement coordination, and industry tie-ups.
- Facilitated training with Changi International Airport Services (CIAS).
- Represent BE and worked in Commonwealth Game with Delaware north co (Australia), Taj Sats, and other partners Hotel Management academies.

**Senior Faculty and Industrial Coordinator | Rai University | 2004 - 2007 | New Delhi**

- Delivered theory and practical lectures on Tourism and Hospitality for AHLA and City & Guilds courses.
- Coordinated with Tourism Industry partners for internships, placements, and guest lectures.

**Operation Manager | Nirula's Corner House LTD. | 2000 - 2003 | New Delhi**

- Managed high-volume operation chain operations, including staff supervision, inventory control, customer service, and quality assurance.

**Operation Manager | Al Homaizi International | 1998 - 1999 | Kuwait**

- Managed Hospitality operations for international brands such as Wolf Gang Puck, Apple Bees, and Move N Pick Marche.
- Completed training with Emirates Airlines on customer care.

**Asst Manager | Hotel Marina CP | 1997 - 1998 | New Delhi**

- Responsible for the complete operation
- **Asst Manager | SB Institute of Science and Research | 1994 - 1997 |**
  - Planned, executed, and implemented the complete operation facilities and operational plan for the hospital.
  - Responsible for facility management and preparing therapeutic menus for the patients.

**Senior Captain | The Park Hotels | 1992 - 1994 | New Delhi**

- Supervised operations for in a 5-star deluxe hotel.

**F&B Executive | Le Méridien Hotel | 1991 - 1992 | New Delhi**

- Worked at service
  - Education
  - **Customer Relationship Management- IIM Bangalore-** Post Graduate level.
  - **Three years Hotel Management Catering Technology and Applied Nutrition**, Institute of Science & Management, 1988 - 1991.
  - Train the Teacher/Trainer Master Programme in Curriculum Design, Course Development, and Delivery, **Hotel school The Hague, The Netherlands**, 2007.
  - Certified Hospitality Instructor (CHI), **AHLEI American Hotel & Lodging Educational Institute**, 2004.
- Online Skill Training Certifications:**
- Creative Thinking: Techniques and Tools for Success -**Imperial College London**,
  - Contact Tracing -**Johns Hopkins University**,
  - Communication strategy for a Virtual Age -**University of Toronto Mississauga**,
  - Introduction of personal branding -**University of Virginia**,
  - Career Essentials in Generative AI by **Microsoft**
  - Safe at the workplace, Standard Precautions, Covid-19: Operational Planning Guidelines and country preparedness and response, protect Respiratory Infections (**WHO**), **Google Digital Marketing**, Analytics, Google Ads Certified, Ads 360, Creative & Waze Certified Badge,
  - Services Sectional Working Committee Member- **Bureau of Indian Standards**.

Signature

