



## ARYAMAN CHOUDHRY

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### PROFESSIONAL SUMMARY

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Results-driven Hotel Commercial Leader with 13.5+ years of experience across luxury, premium, and select-service hospitality. Proven expertise in cluster- and market-level revenue management across multi-property portfolios spanning the Asia-Pacific, South Pacific, Indian Ocean, and Indian subcontinent markets. Track record of driving total hotel profitability through strategic pricing, distribution optimisation, and cross-functional stakeholder collaboration with owners, area leadership, and property teams. Adept at pre-opening revenue strategy, brand conversions, and navigating competitive resort and island destination markets.

### CORE COMPETENCIES

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- Pre-opening & Property Conversion Strategy
- Total Hotel Revenue Management
- Group & Catering Displacement Analysis
- Budgeting, Forecasting & P&L Analysis
- Resort & Island Destination Expertise
- Multi-Property Cluster Management
- People Leadership & Team Development
- Distribution Channel Optimisation
- Competitive Pricing & Positioning
- Strategic Stakeholder Management

### PROFESSIONAL EXPERIENCE

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**Taj Resorts & Spa, Maldives (IHCL) | Mar'2025 – Jan'2026**

***Cluster Director of Revenue Management - Maldives***

- Led revenue strategy and optimisation for luxury resort properties with 124 keys, driving rate growth and occupancy across seasonal demand patterns unique to island destinations.
- Spearheaded retail and wholesale pricing strategy, channel mix management, and inventory controls tailored to the ultra-luxury Indian Ocean resort segment.
- Collaborated closely with General Managers, Sales, and Marketing teams to align commercial strategies with resort-level profitability targets.
- Managed group and event displacement analysis to maximise total revenue per available room across all revenue streams.
- Provided data-driven insights and market intelligence to ownership and senior leadership to support asset performance improvement and strategic decision-making.
- Oversaw distribution strategy across OTAs, GDS, brand channels, and wholesale partners, ensuring optimal rate parity and channel profitability.
- Provided strategic revenue management support to all POS leaders, identifying revenue opportunities and working with operations teams to maximise total hotel revenue.

**Marriott International | Sep'2016 – Feb'2025**

***Cluster/Market Director of Revenue Management – Fiji, New Caledonia & Samoa Market (Jul'2023 – Feb'2025)***

- Market Revenue Leader for 1,745 keys across competitive and evolving South Pacific Island markets.

- Successfully managed diverse stakeholders, including Area & Regional Teams, Market Vice President, Owners, Hotel Teams, and Executive Committees.
- Assisted hotel revenue leaders and GMs with data-driven insights for informed decisions on current asset performance and future development plans.
- Formulated retail pricing structures and guided corporate transient, group & catering, and wholesale strategy and acceptance.
- Set selective sell guidelines for groups and coordinated group business management with sales leaders and banquet teams.
- Managed a team of 6, including Cluster Revenue Managers, Senior Revenue Analysts, and Revenue Analysts.

#### **Cluster Director of Revenue Strategy – Surat & Pondicherry Market**

- Revenue & Reservations leader for a total inventory of 378 keys across two distinct Indian markets.
- Led strategic repositioning within the luxury segment, driving 100% retail revenue growth with a significant increase across distribution channels.

#### **Senior Revenue Manager – Bengaluru Revenue Cluster**

- Revenue Leader for 875 keys in the competitive and ever-evolving Bengaluru market.

#### **Revenue Manager – RMAS Asia Pacific (Excluding China)**

- Revenue Leader for 1,615 keys across Sydney, Japan, Cambodia, Dhaka, Bangkok, and India markets from RMAS Asia Pacific, Bengaluru.

**IDeaS – A SAS Company** | Apr'2015 – Aug'2016

#### **Hospitality Revenue Analyst**

**Crowne Plaza, Bengaluru Electronics City (IHG)** | Nov'2014 – Apr'2015

#### **Supervisor – Front Office**

**Hyatt Ahmedabad** | Jun'2012 – Oct'2014

#### **Team Leader – Reservations & Front Office (Jan'2014 – Oct'2014)**

#### **Guest Service Officer – Reservations & Front Office (Apr'2013 – Dec'2013)**

#### **Front Office Associate (Jun'2012 – Mar'2013)**

## **KEY ACHIEVEMENTS**

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- Part of the landmark Marriott Hotels and Starwood Group merger; handled 12 hotels integrating across Revenue, Sales, and Marketing.
  - Led strategic repositioning of hotel within the luxury segment, driving 100% retail revenue growth with significant distribution channel expansion.
  - Youngest mentor on the Marriott Mentor Cloud for the Voyage Program.
  - Youngest member enrolled in the Marriott Future Forward Talent program.
  - Guest speaker at IHM Bangalore, sharing revenue management knowledge with students.
  - Received appreciation from Neighbourhood Home-quarantine Watch & Care (NHWC), Govt. of Karnataka, for pro bono public service during COVID-19.
  - Oracle Opera cloud migration of 12 properties.
  - IDeaS RMS migration from G2 to G3.

## **EDUCATION & ADDITIONAL INFORMATION**

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**Bachelor of Hotel Management (B.Sc. in H.H.A)** – IHM, Bengaluru (2009 – 2012)

**Systems & Tools:** OPERA v5 and Cloud PMS, IDeaS G2 and G3 RMS, One Yield v1 & v2, Micros POS, Reserve CRS, MARSHA CRS, SynXis CRS, OTA Insight, RateGain, Delphi, Triton, TravelClick, STR & CoSTAR, Salesforce, Tableau, Microsoft Office Suite