

SALONI UPPALKAR

Sales Executive (Corporate & MICE)

9137983135

saloni.uppalkar27@gmail.com

LinkedIn: [linkedin.com/in/saloni-uppalkar-500538201](https://www.linkedin.com/in/saloni-uppalkar-500538201)

Professional Summary

Results-driven Sales Executive with 2+ years of experience in Corporate, MICE, B2B & B2C, and Group Sales within an international hotel cluster. Proven ability to drive revenue through end-to-end sales cycles, strategic client relationship management, and conversion of high-value corporate and MICE events. Experienced in managing bookings valued at £15,000–£20,000 per event. Seeking Corporate / MICE Assistant Sales Manager opportunities within India's luxury hospitality sector.

Professional Experience

Events & Groups Sales Executive (Senior) – Radisson Blu Hotels, London (Cluster of 6 Hotels)

December 2023 – September 2025

- Managed Corporate, MICE, and Group Sales across a multi-property hotel cluster
- Generated revenue through successful conversion of high-value corporate and MICE events (£15,000–£20,000 per booking)
- Handled the complete sales cycle including enquiries, proposals, negotiations, contracting, and confirmations
- Conducted site inspections, client presentations, menu tastings, and contract negotiations
- Achieved and consistently exceeded monthly and quarterly sales targets through strategic cross-selling
- Built and maintained strong relationships with corporate clients, event planners, and travel agencies

- Utilised Salesforce CRM, Amadeus Delphi & Opera Cloud for lead management, forecasting, and sales performance tracking

Front Desk Receptionist – George Street Hotel, Oxford

February 2023 – November 2023

- Delivered personalised guest service in a fast-paced hotel environment
- Managed reservations, check-ins, and guest enquiries
- Coordinated closely with housekeeping and operations to ensure service excellence

Intern – Hotel Operations – Grand Hyatt Mumbai

November 2018 – March 2019

- Completed cross-functional training across Front Office, Food & Beverage, Housekeeping, and Kitchen
- Supported guest services and assisted in event coordination and operations

Core Skills

Corporate & MICE Sales | B2B & B2C Sales | Groups & Events Sales | Revenue Generation | Client Relationship Management | Contract Negotiation | Site Inspections | Cluster Sales | Salesforce CRM | Amadeus Delphi | Opera Cloud

Education

MSc – International Hotel & Tourism Management, Oxford Brookes University (September 2021 – 2023)

BSc – Hospitality & Hotel Administration, IHM Mumbai (2016 – 2020)

Certifications & Achievements

- Top Sales Converter of the Month – 3 Consecutive Months (2025)
- Appreciation Letter – Grand Hyatt Mumbai