

SARVESH MOUDGILL

PROFESSIONAL SUMMARY

A thorough hospitality professional with 20 years of Leadership and Entrepreneurial experience in establishing and expanding hospitality brands in India, Middle East and Africa. Cross-functional exposure includes brand valuations & fund raising, recruitment, training and building relations with government bodies.

PROFESSIONAL SKILLS

Business Development, Business Strategy, Site Selection, Rental Negotiations & Site Development, Operations Management, Cloud Kitchen Development, Brand Management, Vendor Selection and Management, People Selection, Training & Development

INAB Hospitality Consultants: Apr 2014 – Present

A Management Consulting Company focused on Food & Beverage Business Development, Operations Management, Profit & Loss Management and Marketing Strategies. Specializes in supporting small and medium-sized Independent F&B Operations to maximize profitability, build Franchisee models and geographical expansion to enter new markets. Corporate Hiring for Senior Management roles

Core Services

- **New Concept Development – Mool: kitchen & bar** – An Indian regional specialty restaurant concept in South Bombay
- **New Concept Development – Mool: Café** – An upmarket café concept focused on the South Indian Filter Kaapi
- **International Brand Consulting** – Helped Indian investors identify, pitch and on-board **RocoMamas** in India (One of the most loved brands from South Africa). INAB was involved in end to end aspects of the project, right from hiring, location identification, vendor selections and operations setting and auditing as per international brand guidelines. The first store opened at the World Trade Centre in Pune in 2019 and now present in 3 locations across Pune & Goa. The brand plans to expand Pan-India in the next 3 years and international expansion in Indian Sub-continent in the next 8 years. <https://www.rocomamas.com/za/>
- **Franchisee Model Development and Expansion** - Development of franchising docket to help brands scale up and multiply in their regions.
CLIENT – Naveen's Babu ki Kutia (Bhopal) Started with one outlet in 2018 expanded to 18 stores in MP and Chattisgarh in the last 3 years.
CLIENT – Muffins is a 30 years old legacy pastry brand in Vadodara which has expanded from 2 outlets in 2022 to 5 in 2023. The brand has now opened a franchisee outlet in Vadodara as well with its eyes in expansions across Gujarat.
- **Restaurant Operations** – Making Business projections, P&L analysis, site selection, operational set-up, core team hiring & training, operational management
- **Marketing** – Local Market capture and sales building on major marketing platforms – Swiggy, Zomato & Dine Out
- **Recruitment Services** – Hiring Senior Management & Technical Roles for Corporates in India, The Middle East & East Africa
- **Audits & Training** – Service & Production Audits of 5 Star luxury hotels in India via SHAWMAN India, Training of Restaurant Teams

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PREVIOUS ASSIGNMENTS

Hotbrands International – Gulf Operations

Area Operations Manager – UAE & Oman Restaurants: Apr 2011 – Mar 2014

Project Management & New Restaurant Openings of Haru Robatayaki Japanese Diner in Dubai

Restaurant Manager: Sep 2008 – Mar 2011

Operations Management of Da-Shi-Dai Cantonese & Pane Caldo Italian Casual diners

Domino's Pizza India Limited – Bangalore

Deputy District Manager: Aug 2007 – Aug 2008

Store Openings, People Development, Corporate Relations & Area Profitability

Restaurant Manager: Jul 2006 – Jul 2007

Quality Assurance & Sales Building

McDonald's India – Mumbai & Bangalore

Assistant Restaurant Manager: Feb 2006 – Jun 2006

Training & Development of Crew Members, Operations Management

Trainee Manager: Jun 2005 – Jan 2006

ACADEMICS

IIM, Ahmedabad

Aug 2023

EX-ED Programme In Restaurant Design & Management

Institute of Hotel Management, Mumbai

May 2005

B.Sc. In Hospitality & Hotel Administration

Apeejay School, Kolkata

May 2002

SEEKING OPPORTUNITIES IN

1. **F&B Brand Management** – Management contracts for operational F&B businesses
2. **Menu Management** – Reading historical menu data to assess the redevelopment of new menu items & re-designing of existing menus for running restaurants.
3. **New Concept Development** – Curating experiential dining experiences for new concepts
4. **Franchise Management** – Developing new regions for franchising home grown local brands across India and Internationally through brand partnerships, identification of real estate and set up of new locations in those regions
5. **Franchisee Development** – Making existing local brands Franchise worthy through documentation of SOPs, creating a brand docket and helping brands scale up via franchising