**CURRICULUM VITAE**

**DINESH YELLESHWAR CHIKDU**

Email: dinu.chikdu@gmail.com

Mobile : +91 8767455347 , WhatsApp No - +91 8605075296

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| **Professional Objective:** |

Looking forward to an opportunity for working in a dynamic, challenging environment where I can utilize my skills for developing my career and for the growth of the organization.

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| **Professional Experience:** |

* **Clear Car Rental Pvt Ltd. – (From April 2017 to July 2018 i.e. 1 Year & 4 Months)**

**Overview :- Clear Car Rental Pvt Ltd is a service based Online E-Commerce Car booking Company and Portal delivering required car rental services in 210+ cities within India.**

Working as **Corporate & B2B Sales Executive**, Aurangabad. Responsible for day to day Online support, Engage in Lead Generation activity, Cold calling and Emailing.

**Roles and Responsibilities –**

* Directly engage with Lead Generation activity.
* Deploy Inbound and Outbound Marketing.
* Find leads on Social Media Platforms like Websites, LinkedIn, Facebook etc.
* Use Email Marketing.
* Maintain Daily and Monthly basis Revenue/Margin Generation report and forwarding to the Sales Manager on suitable format.
* Maintain and develop relationships with existing Corporate clients, B2B clients & B2C customers.
* Provide car rental services to all type of clients, Gather Market and Customer Information.
* Give the best deal, customized car rental holiday package, Costing to the all type of customers.
* **Travstore Travel Management DMC . – (From Aug 2018 to March 2020 i.e. 1 Year & 7 Months)**

**Overview :- Travstore is a fast growing Asian destination management company with specialized focus on Thailand,  Indo-China and UAE. Travstore is also an online wholesaler of global non-air travel inventory with its focused distribution in Middle East, Indian Subcontinent & ASEAN region.**

Over 3000 travel agents transact with Travstore and use various services like our B2B online platform, MICE services, tailor made FIT services .

Working as **Online FIT operation executive & travel consultant** for B2B client also Responsible for day to day Online support for b2b clients , Engage in Lead Generation activity, Cold calling ,Email support

And giving the best deal, customized holiday packages , Costing to the all type of customers and B2B Clients .

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| **Academic record:** |

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| **Degree** | **Name of the Institution** | **University/ Board** | **Class** | **Percentage (%)** |
| BSC IT | Deogiri College, Aurangabad | Dr. BAMU | 1st Class | 61.93 |
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| H.S.C. | Deogiri college, Aurangabad. | MSBSHSE | 1st Class | 66.83 |
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| S.S.C | Swami Vivekananda academy School, | Maharashtra State Board, Pune | 1st Class | 79.84 |
| Aurangabad. |

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| **Certification:** |

1. Passed MS-CIT online examination (2014). 2. Attended Various Seminars on Business Development .

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| **Extra Curricular Activities/Achievements:** |

1] Played for Aurangabad District Cricket Association in Junior and senior Team.

2] Garware community centers Organized General Knowledge Quiz winner (2nd Rank in Aurangabad district).

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| **Personal Information** : |

**Name :** Dinesh Yelleshwar Chikdu

**Sex :** Male

**Marital Status :** Single

**Nationality**  **:** Indian

**Languages Known**  **:** English, Hindi, Marathi, Telugu

**Date of Birth :** 06 July 1996

**Hobbies :** Playing Cricket, Travelling.  
**Permanent Address :** FLAT NO B-1 / 24 GANDHI NAGAR , UTTARA NAGRI MIDC AREA NEAR DHOOT

HOSPITAL AURANGABAD MAHARASTHRA 431006

**Contact No. :** 8767455347, 8605075296 .

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| **Declaration** |

I hereby declare that all information given above is true to the best of my knowledge And belief.

**Current Location : - Aurangabad Dinesh Yelleshwar Chikdu**