

# Satish Nambiar

*Sales And Marketing  
Professional*

Accomplished Retail and Corporate Sales Manager offering over 25 years in boosting performance momentum and exceeding sales quotas. Experience in direct sales operations for established agencies and brands in the travel and tourism sector. Positive team manager with record of high employee retention rates.

## Contact

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## Skills

Managing Conferences

Client Servicing

Team building

Marketing

PowerPoint

Promotion

Public speaking

Sales

Account development

## Work History

2017-05 -  
2019-05

### Assistant Retail Sales Manager

*M/s. Majan International Travel , Muscat, Sultanate of Oman*

#### Responsibilities:

- Handled fifteen retail outlets all over the Sultanate of Oman and ensured daily sales targets were met with a decent retention on sales.
- My job also involved getting sales by introducing new corporates to branches to ensure productivity and increase the volume of business.
- Conducted appraisals of Branch Managers and Branch In-charges.
- Coached sales associates in product specifications, sales incentives and selling techniques, significantly increasing customer satisfaction ratings.

2016-01 -  
2017-02

### Travel Manager

*M/s. Traveler Sky, Muscat, Sultanate of Oman*

#### Responsibilities:

- Handled operations of two outlets, one in Sur and the other in Al Khuwair, and the business development by introducing new corporate accounts and promoted leisure travel.
- Contributed to development and

Demonstrations

Product and service knowledge

Lead prospecting

Network development

B2B sales

Strategic Planning

Customer Relations

## Languages

English

Hindi

Marathi

Malyalam

implementation of travel booking processes, procedures and systems to reduce costs.

2014-12 -  
2015-12

### Operations Manager

*Stree Tourism, Muscat, Sultanate of Oman*

**Responsibilities:**

- Launched the company from scratch, with two branches - one in Deira, Dubai and the other at Jebel Ali.
- Wholly responsible for promoting Inbound Tourism into Dubai.
- Set, enforced and optimized internal policies to maintain efficiency and responsiveness to demands.
- Devised, deployed and monitored processes to boost long-term business success and increase profit levels.

2010-10 -  
2014-10

### General Manager

*M/s. Heritage Travel & Tourism LLC (IATA Accredited), Muscat, Sultanate of Oman*

**Responsibilities:**

- Launched and set-up this company from scratch
- Handled inbound and outbound tourism with inbound tourism groups from China and Europe.
- Executed MICE (Meetings, Incentive Groups, Conferences and Events) and team building events for couple of esteemed organizations in Oman.
- Drove year-over-year business growth while leading operations, strategic vision and long-range planning.

**Achievements:**

- Within four months got the company accredited with IATA.

2007-11 -  
2010-09

### Head of Sales

*United Travel LLC, a joint venture with ETA- Al Ghurair (Dubai) & Ajit Khimji Group, Muscat,*

*Sultanate of Oman*

**Responsibilities:**

- Complete ownership of handling existing corporate customers and generation of additional business by prospecting new accounts.
- Promotion of both Swiss International Airlines and Air India Express in the market as we represented them in Oman.
- Monitored buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.

**2003-06 -  
2007-11**

**Senior Sales Executive**

*Gulf Air, Muscat, Sultanate of Oman*

**Responsibilities:**

- In-charge of trade sales and then led corporate sales.
- Actioned corporate deals for new accounts and led client servicing for existing corporate accounts.
- Ensured product awareness among the corporates and provided regular information updates.
- Conducted product presentations for corporates regularly and executed joint promotions with them.
- Secured group movements and adhoc fare approvals.
- Handled category A corporate accounts like *Bhawan Engineering, Galfar, Occidental Oman, Moosa Abdul Rehman, Ajit Khimji group of Companies, Khimji Ramdas, Zubair Enterprises, Baker Hughes, KC Deutag, and Dodsall Oman.*
- Utilized multiple marketing strategies to improve profitability.
- Analyzed market trends in consumer industries to implement appropriate marketing and sales methods.

**2000-08 -**

**Senior Corporate Sales Executive**

**2003-03**

*Oman United Agencies , Muscat, Sultanate of Oman*

- Was given an individual annual target of RO 350,000/- travel spend for the year. Over and above was given a cash target of RO 2500/- on daily basis. I have been able to meet up to all their expectations for which I was awarded one month bonus salary as token of appreciation for meeting my targets.
- Exceeded goals through effective task prioritization and great work ethic.

**1993-03 -  
2000-03**

### **Senior Sales Officer**

*Oman United Agencies GSA - Air India, Muscat, Sultanate of Oman*

#### **Responsibilities:**

- Entrusted with the responsibility of promoting Air India with travel agents and commercial accounts in Oman, handling Muscat, Salalah and the interior points of Oman.
- Subsequently was promoted as Sales Supervisor- Oman. **Achievement** - brought the Air India Account productivity from RO six million to RO sixteen million.
- Prepared & analysed sales and marketing reports and adhoc fare approvals.
- Analyzed past sales data and team performance to develop realistic quarterly sales goals.
- Increased revenue by implementing effective sales strategies in all aspects of sales cycle process from prospecting leads through close.
- Organized various sales promotions, tourism fairs and incentive-led programmes as well as promotional schemes with travel agents and customers.
- Handled large group movements for certain corporate accounts.



## **Education**

1985-05 -  
1988-05

## **Bachelor of Commerce: Commerce, Financial Accounting, And Auditing**

*Narsee Monjee College Of Commerce &  
Economics - Mumbai, India*



### **Interests**

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Exercising

Watching movies/shows