

Aditya Gourav
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SUMMARY

A learning professional in Sales and marketing gained ample of exposure and experience while undertaking job possesses excellent communication and interpersonal skills.

CAREER OBJECTIVES

To seek a challenging career in an organization having the environment that encourages continuous learning And provides exposure of new technologies, so as to achieve professional and personal growth in any field.

WORK EXPERIENCE

Name of Company - SOTC Travel Pvt.Ltd.
Tenure - August 2019 to May
2020
Designation - Deputy Manager

WORK EXPERIENCE

Name of Company - Namastey India
Tenure - Feb 2018 to August 2019
Designation - Sales Manager

WORK EXPERIENCE

Name of Company - OYO Rooms
Tenure - Feb 2017 to Dec 2017
Designation - Assistant Sales Manager

WORK EXPERIENCE

Name of Company - Country Club Hospitality & Holidays
Tenure - Nov 2014 to Jan 2017
Designation - Assistant Sales Manager

WORK EXPERIENCE

Name of Company - Leisure Land Holidays
Tenure - Oct 2012 to Nov 2014
Designation - Sr. Sales Executive

Roles and Responsibilities at SOTC Travel Pvt.Ltd. .

- ❖ Manage the relationship with customers to ensure persistency.
- ❖ Dealing with customers and providing tour packages and service with satisfaction
- ❖ Corporate Sale & B2C and Retail Sales
- ❖ Monitor & fulfill prospect and customer leads provided by the company for new business.
- ❖ Planning and preparing Itinerary and coordinate with ticketing team for issuing tickets for corporate clients as per the requirements
- ❖ Team handling and coordination
- ❖ Generate new clientele and quote them as per the current market scenario.

Roles and Responsibilities at Namastey India.

- ❖ Planning and preparing Itinerary and coordinate with ticketing team for issuing tickets for corporate clients as per the requirements.
- ❖ Team handling and coordination
- ❖ Handling FIT, GIT and MICE Enquiries.
- ❖ Coordinating with Reservations of hotels, transfers & sightseeing including optional through local suppliers.
- ❖ Handling corporate clients also visit existing client to check any discrepancy in service for smooth functioning of client.
- ❖ Generate new clientele and quote them as per the current market scenario.
- ❖ Dealing with customers and providing tour packages and service with satisfaction.
- ❖ Knowledge about itineraries and packages (DOMESTIC AND INTERNATIONAL)
- ❖ Manage the relationship with customers to ensure persistency.
- ❖ Monitor & fulfill prospect and customer leads provided by the company for new business.

Roles and Responsibilities at OYO Rooms.

- ❖ Knowledge about itineraries and packages (DOMESTIC AND INTERNATIONAL)
- ❖ Initiated and coordinated advertising campaigns and promotional activities.
- ❖ Planning tours for offbeat destinations.
- ❖ Corporate Sale & B2B and Retail Sales
- ❖ Handling FIT, GIT and MICE Enquiries.
- ❖ Rooms Nights.

Roles and Responsibilities at Country Club Hospitality & Holidays.

- ❖ Holidays and Club Membership Sales. And FIT, GIT and MICE Enquiries
- ❖ Acquire customers and generate the targeted amount of premium - Deliver Complete Product Information to Customers.
- ❖ Monitor & fulfill prospect and customer leads provided by the company for new business & cross sell opportunity.
- ❖ Manage the relationship with customers to ensure persistency and renewals.
- ❖ Ensure adherence to all sales systems, operational, underwriting, compliance, guidelines and ensure accurate data capture.

Accomplishments:

- Got Appreciation Certificate for Best Sales Consultant of the month twice

Roles and Responsibilities at Leisure Land Holidays.

- ❖ Knowledge about itineraries and packages (DOMESTIC AND INTERNATIONAL)
- ❖ Handling FIT, GIT and MICE Enquiries.
- ❖ Manage the relationship with customers to ensure persistency.
- ❖ Monitor & fulfill prospect and customer leads provided by the company for new business.
- ❖ Dealing with customers and providing tour packages and service with satisfaction.
- ❖ Corporate Sale & B2B and Retail Sales.

EDUCATIONAL QUALIFICATION

Course	Board/University	Year passing of	Percentage
S.S.C	BSEB	2007	63.50%
H.S.C	BSEB	2009	69.40%
B.B.A	Indira College of Commerce and Science	2012	53.40%

COMPUTER PROFICIENCY

- ❖ Operating Systems: Windows (XP, 2000)
- ❖ Software: Microsoft Office (2003, XP), Open-Office.

PERSONAL INFORMATION

Date of Birth	15-MAY-1991
Religion	Hindu
Marital status	Single
Languages known	English, Hindi & Marathi
Father's Name	Abhay Prasad Singh.
Nationality	Indian
Current Residence	Flat No.202, Mohan Nagar Ganesh Kunj, Behind BVUCOE Katraj Pune- 411046.