

PADMINI BARODEKAR**padmini.g.b@gmail.com****Date of Birth : 29-Oct Cell No.: 9011530138 Prabhat Road -- Lane # 7 -- Pune -411004****SELF MOTIVATED, RESULT ORIENTED PROFESSIONAL WITH 24 YEARS OF INDUSTRY EXPERIENCE IN TRAVEL, COST MANAGEMENT, PRODUCT DESIGNING, CONSULTING, VENDOR MANAGEMENT & OPERATIONS**

- ❖ An acknowledged leader with the ability to produce business results and passionate about applying experience to strategic issues that directly contribute to the revenue of the organization
- ❖ Motivational and collaborative professional, with strong time and project management abilities.

Core Skills

Product Designing (FIT/GIT)	Costing and Cost control
Operations	Team leadership
Data Analysis	Attention to detail Scheduling
Staying Calm under pressure	Sound Judgment
Research skills in travel	Good relations with Suppliers
Good knowledge of many destinations having traveled widely	

PROFESSIONAL EXPERIENCE**Senior Manager – Happy Tours Ltd. (European DMC)****Mar' 24 to Current****Portfolio**

- Working on quotations to queries – MICE and Leisure
- Following up with the clients on the quotations and giving revised offers until the business is closed with the company.
- Negotiating and directly Contracting with the suppliers in Europe
- Operations of the groups finalized with the company
- On tour support
- Invoicing and closing the groups in the books

Manager (Contracting) - Veena World**Feb ' 14 to Oct '23****Portfolio :**

- International Group series Contracting for over 200 different leisure tours covering all countries around the world including off-beat sectors such as Antarctica, Northern Lights, Trans-Siberian, etc
- Inviting quotations for leisure series from different DMCs and studying the same in detail for accurate decisions
- Negotiating with the short-listed supplier and getting the best rates for quality services
- Ensuring profitability for the company with the best of services in the budgeted costs
- Handling major tour issues and solving the supplier related concerns
- Researching and Setting up DMCs for new destinations and off-beat tours

OVERALL EXPERIENCE

- **March 2010 to January 2014 : Kesari (MICE)**
Manager - Commercials, Contracting & Operations of Kesari MICE
Handling all MICE requirements of meetings, conferences/conventions, incentives

exhibitions, Leisure, Educational & Agricultural tours

- **August 2009 to March 2010 : Travel Masters (Mumbai) Pvt. Ltd.**
Head of Operations: Contracting and Operations of FIT and Group Tours
- **July 2008 to July 2009 : Kesari Tours Pvt. Ltd.**
Asst. Manager (Commercials & Contracting) - Extensive handling of the quotations of International Leisure & MICE Tours with overseas suppliers, finalizing the tour itineraries and services, inviting quotations from suppliers and finalizing the quotes & services after negotiations.
Working on special itineraries for Students' Educational Tours with an educational focus – quotations, services, costing, finalization of the same
Designing of other itineraries for Unique Events such as the Total Solar Eclipse Tour to China – costing & finalizing of quotes.
- **August 1999 to July 2008 : Guardian Holidays Pvt Ltd.**
Ten years extensive experience initially as a Customer Support Executive for 6 months & then in operations department as an Operations Manager of International Group tours for 3 yrs. Later solely handled the division in the capacity of a Senior Manager – Operations for 6 years thereafter
- **1992 – 1999 -Self Employed**
Fashion Designing & Manufacturing of Indian Garments.
Owned and ran a small scale manufacturing unit in Pune for 5 yrs. Also exhibited designer collections in various cities like Pune, Mumbai, Ahmedabad, Baroda, Hyderabad, etc
- **1991 – 1992** Employed in a Garment Export House in Mumbai as a Fashion Designer.
- **1986 – 1991** Self Employed with small scale assignments in garment wear.

Overseas Assignments

In the capacity of an International Operations Manager, Contracting & a Tour Manager:

- Leisure Tours : Europe, USA, South America, Antarctica, Scandinavia, Russia, Alaska, Australia, New Zealand, Singapore, Malaysia, Thailand, South Africa, Egypt, Greece, Turkey, China, Japan, Canada, Kenya, Mauritius, Sri Lanka, Philippines, etc
- FIT : Singapore, Thailand, Malaysia, Hong Kong, China, Australia, New Zealand, Italy, USA, South Africa, Kenya, Mauritius, Sri Lanka, etc
- MICE : Singapore, Thailand, Malaysia, Hong Kong, China, Mauritius, Sri Lanka, Europe, USA, Dubai, Turkey
- FAM Tours & Meets Attended :

Kenya Star Cruise Virgo ATCB Meet (Vienna) AIME (Melbourne & Sydney) Taj Hotels FAM to Bangalore Ras Al Khaima IMEX Las Vegas	Austria South African Tourism Meet (Goa) Eventment Paris (Paris & Bordeaux) Showcase Canada in Busan (Korea) Dubai Travel Expo ATM (Australia Tourism Meet) in Goa Atlanta Georgia
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PERSONAL HIGHLIGHTS

- Represented the Maharashtra Hockey Team in the Junior Nationals, after playing at the Inter-University, Inter-Collegiate, Inter-Club & Inter-School levels.
- Trekking activities in & around Pune with local groups

- Active member & participant in various service & spiritual activities of the SSS Seva Organization as a volunteer

PERSONAL INFORMATION

Marital Status :	Single
Academics :	PGDCA (Post Graduate Diploma In Computer Applications) B.Com (Pune University) 1985
Passport :	H 4733325
Languages Known :	English, Hindi, Marathi, French (Basic Level)