



# HARISH SURYAWANSHI

Sales Executive & Senior Holiday Consultant

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[Harish Suryawanshi](#)

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## EDUCATION

**B.A. Travel & Tourism**  
**Vishwakarma**  
**University**  
2020 - 2023

**HSC in Commerce**  
**K.T.H.M. Collage**  
2018 - 2020

## SKILLS

- Sales Forecasting
- Pipeline Management
- Customer Relationship Management
- Communication Skills
- Contract Negotiation
- Client Management
- Adaptability to Deadlines and Targets

## LANGUAGES

- ENGLISH
- HINDI
- MARATHI

## ABOUT ME

Highly motivated Travel & Tourism graduate with 1+ years of proven sales success at Ishwa Holidays seeks an active role within a growing travel company. Utilizing strong customer service and sales skills, I'm passionate about crafting unforgettable travel experiences and exceeding client expectations. Open to new opportunities!

## WORK EXPERIENCE

Senior Holiday Consultant April 2023 - July 2024  
**Ishwa Holidays | Pune**

Achieved sales increase through strategic client engagement, converting over 200 customers into loyal long-term partners within a year. I thrive in different environments, consistently exceeding sales targets. I excel at building strong client relationships by understanding their needs and crafting personalized travel solutions that encourage repeat business and referrals.

Internship Trainee Dec 2022 - Jan 2023  
**Ishwa Holidays | Pune**

Demonstrating versatility, I collaborated on marketing campaigns to boost engagement and brand awareness, while exceeding expectations in core sales duties. My commitment to client satisfaction included processing bookings, resolving inquiries, and ensuring timely document delivery. A continuous learner, I honed my skills through training and effectively utilized CRM software for client records, sales metrics, and insightful reports, ultimately receiving recognition for exceeding expectations and supporting team goals.