

# ANUBHAV SAHU

## TOUR MANAGER

### ABOUT ME

Over 15 years experience in Operations, Business Development, Sales & Marketing, Product Development & Promotion, Key Account Management, Client Servicing & Team Management. Deft at maintaining cordial relationship with customers, ensuring quality and service norms to achieve customer satisfaction and business retention.

### WORK EXPERIENCE

- 2018-2020 **TOUR MANAGER**  
**Cox & Kings, Mumbai**  
Escorting Individuals & Groups to Europe, Russia, Turkey & Asia.
- 2016-2017 **HEAD SALES TEAM**  
**Travel Inn, New Delhi**  
Develop & maintain key account plans that identify opportunities for company to deliver while acquiring new business for Profits.
- 2012-2016 **SR. MANAGER – OPERATIONS**  
**Abercrombie & Kent, New Delhi**  
Working with travel agents from Russia & South America.  
Preparing bid documents, establishing vendor/supplier network and negotiating competitive rates.
- 2011-2012 **MANAGER – OPERATIONS**  
**Thomas Cook, Gurgaon** (TCI – Travel Corporation of India)  
Liasoning overseas travel agents from UK & USA. Preparing bid documents, establishing vendor/supplier network and negotiating competitive rates, coordinating with Tour Leaders & Guides.
- 2007-2011 **ASST. MANAGER - TOURS**  
**Abercrombie & Kent, New Delhi**  
Negotiating competitive rates from various suppliers & hotels, ensuring flawless service. Scientifically analyzing guests' comments & making all possible arrangements to better the guest's experience.
- 2005-2007 **EXECUTIVE – TOUR OPERATIONS**  
**Swagatam Tour & Travels**  
Apt airport assistance, Guest Reception and handling backed by smooth working of management & Operation team. Local Destination management fluxed with recording guest movemnet.
- 2004-2005 **EXECUTIVE – TOUR OPERATIONS**  
**Banyan Tours**  
Proving best airport assistance to individual travelers & Groups, Meeting the guests, collecting feedback & update the real operational hindrance to management & Operation team.
- 2002-2004 **ASST. MANAGER – BUSINESS DEVELOPMENT**  
**Tybro India Tours**  
Escorting corporate groups, approaching different Corporates, Schools & Government organizations for acquiring new business

### EDUCATION

**BACHELORS IN  
TOURISM STUDIES**  
IGNOU, New Delhi

**PG DIPLOMA IN  
MARKETING MAGEMENT**  
MIT University, Pune

### KEY SKILLS

Excellent Communicator  
Strong Negotiation Skills  
Sound Leadership Quality  
Insighful Analytical Power.

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#### website

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