

ANNIRUDH CHUNDAWAT

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Determined professional with over 10 years of experience in the travel and hospitality industry. In-depth knowledge of effective sales and business development strategies. Passionate about creating, developing and maintaining customer relationships to increase sales through repeat business. Analytical thinker with the ability to perform well under pressure. Goal- and team-oriented with strong leadership skills and a commitment to team quotas.

EXPERIENCE

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| Jetways Travels Pvt. Ltd. (Strategic Unit of Dabur India Ltd.) | New Delhi |
| <i>General Manager – Business Development, Corporate Travel & M.I.C.E</i> | <i>July 2019 – Feb 2021</i> |
| <ul style="list-style-type: none">• Developed a growth strategy which helped in achieving new business acquisition.• Working closely with marketing to develop new divisions, products and executing promotional activities.• Revamped account executive system that led to growth in annual corporate accounts.• Leading and driving a team of 12 to 15 members to land clients from multiple segments.• Developing methodologies to collect competitive intelligence, identify changes in market conditions, and identify opportunities to drive sales performance.• Implementing sales management measurements for growth oriented results. | |
| Cox & Kings Ltd. | Gurgaon |
| <i>Deputy Manager – Sales, Outbound M.I.C.E</i> | <i>Aug 2018 – June 2019</i> |
| <ul style="list-style-type: none">• Develop and manage strategic action plans to achieve sales performance targets.• Leading and driving a team of 5 to 7 sales representatives to increase sales volume.• Assisting sales managers with performance management of their sales; developing tools to address low sales and rectifying it.• Supporting the sales leaders in developing relationships with the sales people in order to fully execute sales initiatives and meet Key Performance Indicators.• Creating an open environment in the team where all people can perform at their best and stimulates the development of others and ensuring an engaged team. | |
| Jubilant Destination Managers Pvt. Ltd. | Udaipur |
| <i>General Manager – Sales & General Management</i> | <i>Sep 2013 – July 2018</i> |
| <ul style="list-style-type: none">• Established a small startup with entrepreneurial mindset.• Developed and created a cohesive, high performance culture for team through leading and mentoring.• Leading and driving the team to increase sales volume.• Works with Ops team to maintain qualitative delivery; tracking and providing feedback to ensure smooth operations. | |
| Le Passage to India Tours & Travels Pvt. Ltd. | Udaipur |
| <i>Senior Associate</i> | <i>May 2012 – July 2013</i> |
| <ul style="list-style-type: none">• Oversee operations with existing team and develop new travel products at local level.<ul style="list-style-type: none">○ New travel products for travelers from various countries traveling in remote areas in India.• Develop sales plan for corporate to handle their day to day needs and incentive requirements.• Exposure to M.I.C.E and application of new sales strategies to close sizeable business. | |
| Easy Tours of India Pvt. Ltd. | New Delhi |
| <i>Travel Sales & Guest Relation</i> | <i>Jan 2010 – April 2012</i> |
| <ul style="list-style-type: none">• Develop a sales calling pipeline of potential opulent travelers to India to achieve sales targets.<ul style="list-style-type: none">○ International clients chiefly from USA, UK, part of Europe and Australia.• Managing guest relations | |

- Worked as guest relations support for on ground travelers.
- Deeper understanding of domain with combined exposure of sales and after sales.

LEADERSHIP

Jetways Travels Pvt. Ltd. (Strategic Unit of Dabur India Ltd.) - *July 2019 – Feb 2021*

General Manager – Business Development

- Achieving sales goals and delivering quality with planning and clear strategy by leading the team leveraging their strengths and fixing problems time to time.
- Working closely with stakeholders and management aiming for a win-win strategy through flawless communication at all time.

Cox & Kings Ltd. – Deputy Manager – Sales, Outbound M.I.C.E *Aug 2019 – June 2020*

- Help establish the connected buildings sales environment and provide leadership.
- Providing regular updates to executive management and cross functional stakeholders on business development strategies and status.

Jubilant Destination Managers Pvt. Ltd - General Manager – Sales & General Management *Sep 2013 – July 2018*

- With entrepreneurial skill was able to set up a small level organization to meet custom needs of various clients.
- Tactfully handled complex situations to derive at conclusions helping growth in business.

EDUCATION

Symbiosis College of Arts & Commerce **Pune**

Bachelor of Arts/Major in Economics *2006-2009*

- **Beyond Curriculum :** Participant in co curricular activities
- **Projects:** Interned in client servicing at Contract Advertising, Mumbai

The Study Senior School **Udaipur**

12th Grade with Science & Mathematics *2004-2006*

- **Beyond Curriculum :** Participant in sports & co curricular activities

St. Mary's High School **Mount Abu**

Boarding School till 10th Grade *2004*

- **Beyond Curriculum :** Participant in sports & co curricular activities

PERSONAL

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- **Date of Birth** – 27th September 1987
 - **Technical Skills:** Marketing – Content Development
 - **Interests:** Avid traveler and a reader (at present quarantined with books & internet)