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OBJECTIVE

A Responsible and challenging position that will allow me the Express My Ability skills ,Scene of Dedication ToWords of my Duties with A sole Aim of contributing To words the process of the organisation.

EXPERIENCE

Livewel Avaition Pvt Ltd

Aug2011-Oct2014

CSA Sales executive

- 1) Customer service executive.
- 2) Issuing boarding to passenger .3) Taking care for departure n Arrival flight 4) Transit flight n back office of call center.

Air India Air Transport Services (AIATSL)

2014-2017

CSA, Sales, Guest relation executive

- 1) Greeting passenger at the airport.
- 2) Handling passenger Query (ticket ,Visa ,baggage mishandle)
- 3) Calling customer n informing them about Air India new open sector n About Group packaging.
- 5) Solving Visa or custom or immigration issue.
- 6) Get big Big shipment clear easily from customs.
- 7) Taking care of big industry n Pharmaceutical company owner at airport as assistant (Glen mark ,Tata Mahindra, wockhardt)
- 8) Taking Appointment from corporate n meet them n explain them about Air India package tour.
- 8) weekly report on passenger n corporate companies .
- 9) Handling Customer complain

Uniglobe (Yatra.com)

2017-2020

Sales n marketing, Customer Service, Guest relation

- 1) Meeting with VVIP guest from Carter query n convinced them for package.
- 2) Meeting with DGCA, BCAS as easy smooth on Carter flight.
- 3) Taking care at Airport t2 n corporate terminal VIP guest as Essel chairman ,VP,
- 4) Meeting with corporate people n political people for Carter flight.
- 5) Taking care in immigration n customs at Airport.(Good contact with them).
- 6) Calling old client n informing them about new tour packages n destination.
- 7) Meeting with corporate Companies n giving them corporate offer for group travel by company.
- 8) Meeting with company tie up Client n inform about especial packages n convinced them for travel.
- 9) Greeting lead from regularly travel customer And convince them for family packages.10) Follow up payment.
- 11) Maintaining weekly report
- 12) Payment follow-up.
- 13) Ticket issuing Domestic and International ,
- 14) Cancellation Of ticket and Process for payment with Airlines
- 15) Following payment with Company
- 16) Handling Company WNS, CIPLA,ESSEL GROUP.

CPM (Oral-B)

08/03/2021-29/3/2022

POHE (Sales medical representative)

- 1) To Represent /promote to Doctor n Chemist
- 2) Explain them about key points of products n request for recommendation to patient.

- 3) Covering major hospital n Dental doctor. (As major product electric toothbrush N battery tooth)
- 4) Generate business the prescription
- 5) Achieving sales target
- 6) Update all data on daily report n weekly report to superior.
- 7) Covered speciality: Surgery ,BDS
 ,MDS(orthopedic ,Endo, Prosthodontics)
- 8) Regular met with vendor n chemist for orders Daily at least visit 12 Doctor for feedback and fresh orders
- 9) Area covered Jogeshwari east/west, Goregaon East/west,Malad East/West, Kandivali East/West.
- 10) Manage n Ensure Availability of stock at medical shop
- 11) Keep some stock at Doctor clinic also with demo kit.
- 12) Follow up with old Doctor n vendor n distributor for secondary sales.
- 13) Follow up for payment.
- 14) Get good relationship With Doctor n vendor for good orders in future.

Ebix Travel and Holidays

20/4/2022-Til date

Senior executive Airport Representative

- 1) Greet and meet the passenger at airport,
- 2) Helping the guest for hotel checking process and check out,
- 3) Taking care of Il VVIP of companies like Mahindra,Essel Group,KPMG ,Tech Mahindra, Xiaomi,WNS, CIPLA great shipping and many more ,
- 5) Taking care for inbound and out bound pax at with there booking visa and complete journeys process ,
- 6) Meeting with the Company trave.coordnator and make them to understand for sales increase.
- 7) Taking care for espicl train like decan odesay with they complet guest checking and check out process of International pax
- 8) Following up for payment process
- 9) Taking care for MICE team for group booking and all there process.
- 10) Taking good care of company with airport internal relationship with customs and immigration.
- 11) Ticketing ,Issuing Domestic and international ticket on GDS, Zilus
- 12) Cancellation and process for payment with Airlines.
- 13) Handling company As IPCA , Glenmark , Hinduja, Mahhindra and Mahindra and many More .

Education

Mumbai University
2004
SSC
45%

Mumbai University
2007
HSC
47%

Sridhar University
2013
45%

SKILLS

- ♦ Good in computer in excel And power point n Internet

LANGUAGE

- ♦ English, Hindi, Marathi

SUMMARY

- ♦ Energetic n Hard working Sales profession With more then 10 years In Customer service, Guest relation, Corporate B2b ,B2c, Industrial Machine, Medical device n medical equipment . Focus on customer / Consumer Satisfaction through all stages of sales with implementing creativity.