

Vinayak Nayak

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CAREER SUMMARY:

- **Tour Manager and Sales & Operations:**
 - Accumulated over 13 years of corporate experience in the Travel Industry, specializing in Tour Manager roles and Sales & Operations.
 - Proficient in handling inquiries for both Group Inclusive Tour (GIT) and Free Independent Travelers (FIT), providing guests with accurate and authentic information to ensure the right holiday experience.
 - Demonstrated expertise in managing tours to diverse Domestic and International destinations, effectively coordinating logistics and ensuring successful tour outcomes.

- **Freelancer Tour Manager:**
 - Currently working as a Freelancer Tour Manager, catering to International sectors such as South East Asia, Far East Asia, and Europe, along with Domestic sectors within India.
 - Leveraging extensive travel experience and knowledge to deliver exceptional tour management services, ensuring memorable experiences for clients.

- **High Ticket Closer:**
 - Taking on the role of a High Ticket Closer, specializing in closing high-end deals for entrepreneurs and businessmen.
 - Leveraging persuasive skills and business acumen to generate revenue by successfully closing high-value deals, contributing to the growth and profitability of businesses.

PREVIOUS WORK EXPERIENCE :

Company	Veena World (Veena Patil Hospitality Pvt. Ltd.)
Period	July 2013 to December 2021
Last Position	Incharge - KSP Sales

Company	Raje Tours & Travel - Dombivli
Period	January 2012 to April 2013
Last Position	Assistant Operation Manager

Company	Amrita Travels - Airoli, Navi Mumbai
Period	March 2009 to September 2011
Last Position	Tour Manager

EDUCATIONAL PROFILE:

COURSE	BOARD / UNIVERSITY	YEAR OF PASSING	CGPA / %
B.M.S	Mumbai University	2008	65%
H.S.C	Maharashtra State Board	2005	59%
S.S.C	Maharashtra State Board	2003	53%

TECHNICAL SKILLS:

Comfortable with use of computers in packages like Ms-Word, Ms-Excel and Ms-PowerPoint and Internet.

COMPETENCIES & SKILLS:

- Quick learner, self-starter and go getter attitude.
- Good interpersonal and negotiation skills.
- Demonstrated multitasking ability by handling multiple projects simultaneously.

PERSONAL DETAILS:

Gender	Male
Marital Status	Unmarried
Nationality	Indian
DOB	3rd November 1987
Language known	English, Hindi and Marathi

I do hereby declare that all the above-mentioned are true to the best of my knowledge and conviction.