

SANDEEP KUMAR

Current Address: M 114/A, Ground Floor,
Laxmi Nagar, New Delhi - 110092

Cont. No.: 7838 330 678

E-mail: sbhu236@gmail.com



Career Objective:

Looking for a challenging position in hospitality industry and open for other sectors as well where I can serve the organization skillfully and efficiently to attain the defined goals. I would like to work with team spirit and boost my career with company benefit. Always ready to learn new things and adopt new work environment for mutual growth.

Educational Qualification:

- ❖ Master of Tourism Administration, B.H.U. Varanasi (2010 - 2012) CGPA – 7.48
- ❖ B.A. (Eco. Hons.) J.P.U. Chapra, Bihar (2007 - 2010) Percentage - 64.5%

Computer Skills:

- ❖ MS-office, MS – Excel & Internet & Certificate in Computer Applications
- ❖ Typing in English

Summary:

09 Years' experience in travell industry especially for Inbound/Domestic Tourism. Handled NRI, American, Australia, New Zealand and UK Market to India as prime destination along with Nepal & Sri Lanka. Key profile is sales and marketing, guest handling and operational works for B2C & B2B market. Enrich experience for domestic segment as well.

Previous Profiles:

- ❖ Sale Packages for B2B & B2C
- ❖ Guest Relationship Management
- ❖ Business ties up and contracting (Hotel, Transport and Companies)

- ❖ Market Identification & Segmentation
- ❖ Package Designing & Customization as per market/customer
- ❖ Promotion of Product & Advertisement
- ❖ Operational works and guest handling
- ❖ Handled MICE Movements
- ❖ Medical Conferences
- ❖ Tour Manager

Work Experience: 08 Years (2012 – 2020)

Company	Year Associated With	Profile
MCI GeTS Holidays Sultanpur, New Delhi	Dec 2016 – Mar 2020	Team Leader - Inbound Sales (Night Shift)
Bonton Holidays Pvt. Ltd. Noida (Head Office Mumbai)	Nov 2014 – Nov 2016	Sr. Executive - Inbound Operation
Magadh Travels & Tours Pvt. Ltd. Janakpuri, New Delhi	May 2013 – Oct 2014	Executive - Inbound Operations
Era Tours & Travels Pvt. Ltd. Barakhamba Road, New Delhi	May 2012 – Apr 2013	Executive – Domestic & Inbound

Work Nature:

- ❖ Working on given leads/sales queries and convert them into sales.
- ❖ Interacting with guests/clients and suggest them packages as per their budget and interest.
- ❖ End to end assistance during their tour programme.
- ❖ Closely work with operation, transportation and other team for the smooth operation of file.
- ❖ Providing particular training to team, Con. Call and work assignment to subordinates

Extra-Curricular Activities:

- ❖ Interest in Yoga and Ayurveda – 6 Months Certificate in Yoga from B.H.U.
- ❖ Social Work - Volunteer of National Service Scheme for 02 Years.
- ❖ Participated in Quiz Competitions – Won 2nd Rank in All India Tourism Quiz, Bundelkhand University
- ❖ 3 Times represented JP University at Inter University Cultural Fest “Tarang” in Bihar

Personal Profile:

- ❖ Father’s Name : Shri Dharendra Singh
- ❖ Mother’s Name : Smt. Geeta Devi
- ❖ Date of Birth : 12 – 08 - 1989
- ❖ Permanent Address : Siwan, Bihar - 841404
- ❖ Marital Status : Unmarried
- ❖ Nationality : Indian
- ❖ Language Known : Hindi, English, Bhojpuri
- ❖ Strength- : Self Motivated, Emotional and Positive Attitude

The above-mentioned information is true and correct to the best of my knowledge and belief.

Date: -----

Place: -----

Sandeep Kumar