

Education

Guru Gobind Singh Indraprastha University, Delhi

2016 – 2018 (First Division)
MBA (International Business)

Guru Gobind Singh Indraprastha University Delhi
2009 - 2013 (First Division)
Bachelor of Hotel Management

Skills

- Account Management
- Data Analysis
- Identifying profitable business opportunities
- Conducting extensive market research
- Creating actionable business strategies
- Nurturing relationships with clients
- Analyzing market trends
- Tracking business performance
- Allocating and managing the company's resources

Hobbies

- Travel
- Researching
- Wine Tasting

Achievements

- GMR **Spot Award** July, Nov, & Dec

Nitish Gupta

Commercial Leasing Manager

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Objective

Dedicated and results-driven Commercial Leasing Professional with 2 years of experience in the Airport Commercial Leasing. Proven track record of successfully negotiating and closing commercial lease agreements. Seeking a challenging position to leverage my skills in identifying and securing profitable leasing opportunities

Experience

Commercial Leasing

GMR Delhi Airport, March 2022 – Present

- Successfully negotiated and closed lease agreements for commercial area at Delhi Airport resulting in increase in occupancy.
- Managed the complete leasing documentation process, ensuring accuracy and compliance with legal and regulatory requirements.
- Oversaw the preparation and execution of lease agreements, amendments, and related documents.
- Developed and implemented efficient documentation workflows to streamline the leasing process.
- Collaborated with legal teams to review contracts, resolve issues, and ensure contractual obligations were met.

Business Developer – Sales

Thomas Cook India Limited, 2017 - 2022

- Handling Customized Holidays Packages, Handling Team of 5 to 7 Colleague, Take care of personal and team targets.

- Thomas Cook Prestigious “**Roll of Honour Award 2019**”
- Flight Centre “**Global Ball Award 2016**”

customer basis factors like Monthly earning, Monthly Obligations & Expenses, Cibil Score etc. Used R Programming for the same to export tables to R from MYSQL and performed the analysis.

- Handling HNIs Client Portfolio

Assistant Sales Manager,

Flight Center Group – Australia (India Division), 2014 – 2017

- Strategy Planning and Business Development
- Business Analysis, Client Portfolio Management
- Preparing weekly/monthly Dashboards and Status Reports for leadership & stakeholders measuring vendor performance, productivity.
- Drive Process Excellence/ Business Excellence and identify projects for continuous improvement through Gap analysis.
- Deliver quality and timely results to meet or exceed service levels. Support initiatives to improve the Operational Systems, processes and policies in support of the company’s mission and vision geared towards Operational Excellence.

BUSINESS DEVELOPMENT CAPSTONE PROJECTS:

- Identifying commercial space and commercialize them for increment of revenue 2022
- Streamline taxi business at Delhi Airport 2023
- Created Domestic Destination Festival during Covid Time (To promote Domestic Destination to revamp Domestic Business) 2021
- Created Thomas Cook Delhi Franchise Model 2019
- HNIs Engagement for Thomas Cook India 2018