NAKUL KABRA

Pooja Complex, Waghbil Road, near Vijay Nagri, Thane, MH 400607 ● C: 00919413911203 ●
Nkabra73@gmail.com

PROFESSIONAL SUMMARY

Highly accomplished, results-driven, multi-flair business management professional with international experience directing sales, business development, and operations. Special expertise in driving ambiguous business scenarios to conclusion, developing and managing accounts, penetrating territories, and delivering revenue growth. Traveling frequently internationally & specialist in handling clients of the segments: Asia, UK, Europe, Maldives, East Africa. Adept at reorganizing sales and business functions to maximize profitability and efficiency and to establish effective relationships with all levels of management and employees.

-Successfully implemented Fleet Management System – Phase I on client's site (Feb 2017 in Arusha, Tanzania) in 20 days onsite stay period.

Exhibited at the following international exhibitions:

•   Exhibited at the World Travel Market (WTM), London 2015

•   Exhibited at the Arabian Travel Market (ATM), Dubai 2016

•   Exhibited at the ITB-Asia, Singapore 2016

•   Exhibited at the World Travel Market (WTM), London 2016

•   Visited SAATE, TTF- Mumbai & IITM - Bangalore

 (WTM: Staged annually in London, World Travel Market - the leading global event for the travel industry - is a vibrant must attend four-day business-to-business event presenting a diverse range of destinations and industry sectors to UK and International travel professionals. It is a unique opportunity for the whole global travel trade to meet, network, negotiate and conduct business. By attending World Travel Market, participants efficiently, effectively and productively gain immediate competitive advantage for their business and stay abreast with the latest developments in the travel industry)

CORE COMPETENCIES

Business Development Worldwide • Account Management • International Client Relations • International Sales & Marketing • Recruiting & Training • Project Management • Process Optimization • Due Diligence Product Delivery • Business Continuity Planning • Team Leadership • Digital Marketing

WORK HISTORY

Customer Account Manager, 03/2015 - Current
Puratech Solutions – Mumbai, Maharashtra, India
- Handling clients of the segments: USA, Canada, Estonia, London, East Africa, Middle-East, APAC etc.
- Exhibiting in International Travel Technology Exhibitions periodically:
  - Understanding client's pain points and assisting them with the solutions
  - Seek & Identify prospective international prospects and initiate contact
  - Negotiating with international prospects to close the deals
  - Cross selling the products to suit their requirement
  - To showcase our Travel Technology products to CEO's and MD's of various companies, closed many deals in the exhibition itself.
- Traveling Internationally to support existing clients and seeking new leads
- Gathering requirements from the clients & analysing the GAPs
- Up selling the products to existing clients & boost their business efficiency to large extent

Product: eCheckinn

- o Description: Property Management Solution for all the mid or small sized properties: Bungalows, Hotels, Guest Houses or Apartments
- o Developing product from concept to execution
- o Breaking the whole system into modules; Drew & mapped the process flows for each module
- o Identifying the features to be added to the product to possess the market space. For Eg. Split/Extend Reservation, Quick Checkin/Checkout with single click and many more
- o Designing the Dashboard & multiple Reports
- o Working on the process flows of different Modules like Admin Module, User Module, System Setup, Property Setup, Contract Setup, Reservation Module & POS
- o Working with the team of Designers & Developers to get the back office system designed & developed

Product: FMS (Fleet Management System)

- o Description: This is one stop solution for all the fleets or vehicles management & the management of trips, inclined to travel industry
- o Breaking the system into different modules. For Eg. Locations, Vehicle Setup, Service Setup, Parts Setup, Tyre Setup, Fuel Setup, Trip Setup etc.
- o Preparing the flow diagram and mapping the processes

Product: eTOS (Travel Operations Solutions)

- o Description: This is one stop single platform web based solution for all the Back office operations of Inbound, Outbound, Group & Coach Tour Operators, from creating enquiry to quotations, to make the booking and generating vouchers etc. Also handles basic accounting

- Presenting product demos to the end-users: conducting on-site or remote product demos for end-users at far off location.

Entrepreneur, Dec-12 to Feb-15
SKAN Exim/Sunshine Synthetics – Bhilwara, Rajasthan, India
- Meeting clients and gathering their requirement
- Managing key factors for timely and efficient performance in weaving (Beam length, Warp Breakage, Knotting time, Damage etc.)
- Managing Yarn, Warping, Weaving, Mending, Dispatch, QA & Electrical Dept.
- Developing new business opportunities and ways of working to maximize profits

Engineer-1, Aug-11 to Nov-12
Videocon Industries – Aurangabad, Maharashtra, India

Product: Localization of mobile phone manufacturing

- o Description: Based on the localization of Mobile Phone Manufacturing from China Developed product from conception to execution
- o Gathering requirements from market, like Plastic moulding, Electrical, Paint shop, Packaging etc. to find the best possible ways of producing the product
- o Working with vendors for sourcing of components
- o Achievement:
  - Set up a Mobile manufacturing line in 3 months
  - Assembled 500 mobiles with 100% QA certification

Product: Online Repository System (In-House Project)

- o Description: Based on the development of the website on local server for accessing the service files required for TV software purposes by service engineers

- The website made to help the Service engineers by required file download for respective Television set. Designed on ASP.net technology and C# used as a code behind file, MS SQL as the database

- Gathering the requirements of internal clients (Service engineers)
- Preparing a strategy for developing and designing the web-app as per the requirement within the time frame
- Creating test cases , execute, modify and implement

EDUCATION

Bachelor of Technology : Electronics, 2011
VIT College – Pune, Maharashtra, India