

ABUZAR RIYAZ HASHMI

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Objective

Looking for a challenging opportunity to utilize maximum knowledge and bring success in the organization & in my life by adopting new initiative style of working and creative skills for the growth of the organization.

Work Experience

FCM TRAVEL SOLUTION: (19th JUNE 2019 Till Date)

I am appointed as Manager Channel Sales for Gujarat Region here in Travel Tours Division of FCM travel Solutions which is an Indian arm of Flight Centre Travel Group Australia. I am responsible for Brand building through B2b channel.

ROLES AND RESPONSIBILITIES:

- Building the B2B market across Gujarat by meeting agents.
- Develop Franchise in Different locations and hire a team to run that.
- Strategy planning for the new products to be launched along with Marketing and promotional activities.
- Building a team and managing the team.
- Brand Building and Brand visibility by meeting maximum agents and converting them to PSA's for the Brand.
- Achieve sales target and maintaining daily reports for the same.

THOMAS COOK (I) LTD

DESIGNATION: - MANAGER RETAIL SALES AHMEDABAD (16th MAR 2015 - 12th JUN 2019)

I was appointed as Manager Retail sales at Vadodara branch on 16th March 2015. I was among the top performer of Gujarat for consecutive two years. Looking at the performance I was transferred to Ahmedabad and given the responsibility of handling Retail Sales Ahmedabad (Since 16th Feb 2017). At Ahmedabad I managed team of 4 people and was responsible for a business worth 21 crores.

- Driving Sales through the branch
- Achieving sales target of the branch.

- Maintaining Daily Sales Reports and Monthly Sales Reports
- Handling Staff and make sure that we achieve our numbers as a team.
- Solving queries of staff related to sales as well as challenges internally to maintain a positive vibe in the branch
- Planning marketing events looking at the market requirement and working on the same.
- Preparing product comparison with the competition.
- Maintaining corporate relation with Adani, Zydus, RIL etc and driving sales through corporate client.
- Helping product team in designing products and giving them suggestion to design products as per the market requirement of Gujarat.
- Handling escalations from the clients queries and Escalation

COX AND KINGS LTD.

DESIGNATION: - TEAM LEADER INDORE (01st JUL 2014 - 5th MAR 2015)

- Driving Sales through the branch
- Maintaining staff, Daily Sales Reports and Monthly Sales Reports Handling Customer queries
- Achieving sales target of the branch.
- Planning marketing events looking at the market requirement and working on the same.

THOMAS COOK (I) LTD: 3 YEARS (21/06/2011 – 25/06/2014)

Designation: Manager, Channel Sales Rajkot (Saurashtra)

- Branch Manager
- Driving Sales through Channel Partners in Saurashtra region.
- Maintaining Daily Sales Reports and Monthly Sales Reports.
- Handling Customer as well as Agents queries
- Managing after Sales Activities such as Collections, VISA Documentations, and Timely Handovers.
- Build brand image of Thomas Cook amongst the clients as well as the agents.
- Organizing Road shows, Agent meets to look at the market conditions and to drive sales.

Prior to this Designation

I joined Thomas Cook India Ltd on 21/06/2011 As a Management Trainee in Ahmadabad (Gujarat), here I worked for one month and then got placed to Rajkot. After One Year on 21/06/2012, I got promoted as Manager Channel Sales for Rajkot. Later I joined COX AND KINGS LTD as a TEAM LEADER in Indore from 01st JUL 2014 - 5th MAR 2015. After that i rejoined Thomas Cook as a Manager - Retail Sales Vadodara from 16th MAR 2015. And then looking at the performance I was given an opportunity at Ahmadabad and I was transferred to Ahmadabad on 16th Feb 2017 as Manager Retail Sales Ahmedabad Region.

Education				
QUALIFICATION	YEAR OF PASSING	SUBJECT	PERCENTAGE	BOARD
MBA	2011	TRAVEL AND TOURISM	76%	DAVV
BSC	2008	SCIENCE	63%	DAVV
HIGHER SECONDARY	2005	SCIENCE	72%	M P BOARD
HIGH SCHOOL	2003		63%	M P BOARD

Internships

- Winter Training from SANGHI TRAVELS, Indore (M.P.)
- Got placed in ORBITZ Corporate & Leisure Travel for Summer Training, Indore (M.P.)

- **Rock star** of the month in the month of May 2013 for **Highest Sale in Gujarat.**
- Did - Highest FIT sale in the month of September all over India.
- Got a FAM trip to China in 2013 for doing highest numbers in entire Gujarat and was among top 20 performers PAN India.
- Selected delight Store of the month in the second month of joining Cox And Kings Ltd for Highest FIT sales.
- Was among the top performers from last 2 years since i rejoined Thomas Cook India Ltd.
- Lead the department team during Expression 2013 a college Event.
- Member of Cultural Committee during TOURISTA 2010 Inter College Event.
- Participate in '**Exodus**', a national level tourism fest organized by Christ University Bangalore in 2010.
- Participate in sports meet '**Synergy**' & cultural meet '**Xpressions**' at IIPS - 2010. Cricket Captain of Department team at Synergy 2010.
- Second Position in Long Jump in Synergy-2010.

Personal details

Date of Birth : 17.12.1986
 Address : 68, CHOODI BAKHAL DEWAS, M.P (455001)
 Nationality : Indian
 Marital Status : Married
 Hobbies : Adventure, Cricket, Traveling
 Languages Known : Hindi, English, Gujarati and Urdu.

Date : 05/09/2016

Abuzar Riyaz Hashmi