

# Rajat Sharma

## Personal Info

### Address

Sector – 15, Gurgaon

### Phone

9779490750

### E-mail

rajatsharma9064@gmail.com

### Date of birth

April 09, 1992

### LinkedIn

www.linkedin.com/in/rajat-sharma-225069bb/

## Education

2013 - 2015

### PCTE, Ludhiana

MBA – IB (72%)

2010 - 2013

### PCTE, Ludhiana

B.Sc - Biotechnology (77%)

## Skills

Communication  
Leadership  
Meeting Deadlines  
Convincing Skills  
Persuasive

## Softwares

MS Excel, MS Powerpoint, Google Sheets

## Achievements

2015

Lead my class to achieve an over all trophy in intra-college festival - Koshish

## Experience

Jun 2019 -  
Oct 2019

### Account Manager – Sales and Operations

*Tripoto*

#### Responsibilities:

- Vendor Management and Retention (B2B)
- Team Management
- Process Building
- Training
- Supply Planning (Vendor On-boarding)
- Data Support

Apr 2018 -  
May 2019

### Assistant Manager

*TravelTriangle*

#### Responsibilities:

- Meeting and exceeding portfolio and vendor targets
- Target Planning
- Lead Planning and Distribution
- Portfolio Planning
- Team management
- Ensuring process adherence in the team
- Meeting and exceeding traveler as well as agent satisfaction levels
- Active participation in Projects/Experiments

Oct 2016 -  
Mar 2018

### Account Manager

*TravelTriangle*

#### Responsibilities:

- Vendor Management
- Meeting and exceeding target
- Lead Distribution Planning
- Team Management
- Training
- Data Analysis

Jan 2016 -  
Sep 2016

### Senior Travel Consultant

*TravelTriangle*

#### Responsibilities:

- Meeting and Exceeding daily Call Targets
- Meeting and Exceeding Individual Conversion Targets
- Cross-Selling
- Data Analysis

Mar 2015 –  
Oct 2015

### Manager - Business Development

*Jaro Education*

#### Responsibilities:

- Business Development through Sales
- Generating appointments
- Meeting, presentation, counseling and convincing
- Relationship management