## PANKAJ LOHANI

House.no .396

Shivalik Vihar

Haldwani

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Born: July 1977

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| **PROFESSIONAL EXPERIENCE** |

**SATGURU TRAVEL, Pune**   **Sep’2017 till Sep 2020**

**MANAGER – TOURISM**

* Responsible for Inbound & Domestic business.
* Hotel and vendor management.
* Negotiations & Re- negotiations with vendors to get the profitability.
* Developing new tour itineraries & Products for B2B & B2C new business for branch offices & agents in Africa, Middle East , Europe & USA
* Conduct meetings on product update & team development to achieve company goals
* Promoting new Experiential products to agents by direct selling to confirmed clients
* Oversee sales and business expansion across all branches and agents in various countries.
* Costing for tailor made itineraries, promoting new travel destination.
* Supervision of various branches for growth of business.
* Medical Tourism

**INDUS DISCOVERIES, Gurgoan**   **July2015 to Dec’16**

**SALES & PRODUCT MANAGER - INBOUND**

* Overview of sales and operation team on day to day basis for smooth functioning of complete operation process.
* Hotel and vendor contracting. Re- negotiating with the hotels ,vendors to get the maximum profitability to achieve targets
* Developing new tour itineraries & costing for B2C & B2B new business for the agents & new prospects.
* Conduct meetings on product update & team development to achieve company goals
* Promoting new experiential products to agents by direct selling to confirmed clients
* Oversee operations of key accounts from **United Kingdom, Denmark, Canada and USA**.

**KUONI DESTINATION MANAGEMENT, Gurgoan**  **2007 to 2015**

**TEAM CONSULTANT**

* Key Member in the FIT department [Distant Frontiers] supervising complete operation process for UK market.
* Planning of Tour itineraries & costing for FIT Brochures for the Agents & VIP guest.
* Work extensively with product department to initiate and improve new travel ideas, themes & activities.
* Develop new opportunities for strengthening of existing clients and co-ordinate sales promotion activities with representatives of different countries.
* Oversee operations of key accounts from **United Kingdom, Switzerland, Germany & Direct clients (Key accounts – Premier Holidays, Emirates Holidays, Azure Luxury collection, Chamber Travel, ETC Reisen).**
* Monitor department wise reports and profit evaluation on monthly, quarterly & yearly basis.
* Travel with groups as Tour Manager to handle services in professional manner.

**JET AGE TOURS AND TRAVELS, Delhi 2001 to 2007**

**TOUR MANAGER**

* Promoted from Tour Executive to Tour Manager.
* **Tour Manager for Incentive groups in Domestic and International sectors**
* Responsible for itinerary planning, ticketing, costing & Visa formalties for FITS & Groups.
* Handled complete operation for FITS, Incentive Groups in Domestic & International Sectors.
* Negotiation with suppliers to obtain best possible rate to ensure profitability.

**JET AIR TOUR & TRAVELS, Delhi 2000 to 2001**

**AIRPORT REPRESENTATIVE**

* Personal interaction with guests on arrival at airport to provide assistance & documents
* Responsible for movement charts for entire India operation
* Guide allocation and co-ordination with transporters.

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| **DESTINATIONS TRAVELLED AS TOUR MANAGER** |

* **International**
* **Europe-** France, Belgium, Germany, Switzerland, Spain, Italy,

Austria, Netherland

* **South Africa** Johannesburg & Sun city
* **Double Continent** Turkey
* **Middle East Asia** Dubai
* **East Asia**  Hong Kong & Macau
* **South East Asia.** Thailand , Malaysia & Singapore
* **India**  Prominent Tourist sectors in India

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| **EDUCATION** |

**Qualification:**

* 1999 – Tourism Management from HNB Garhwal University, Uttrakhand
* 1997 - Graduation in Science from HNB Garhwal University , Uttrakhand
* 2002 – Basic French Language course from Alliance Francaise de Delhi.
* 2002 – Central Reservations System – GALILEO
* 2006 – Air fare & Ticketing IITTM (Delhi chapter) – Ministry of Tourism

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| **ADVENTURE COURSES AND ACTIVITIES** |

* Basic certificate in Skiing Course – level-A. Conducted by U.P. Tourism
* Basic certificate in River Rating Course conducted by Mercury Adventure & Tours
* Actively participated in N.C.C Camps & National Service Camps

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| **STRENGTH** |

* Experience of every facet of Tourism Business – Inbound , Outbound, Corporate & ad-hoc groups, Fit’s , Groups , Fixed Departure & Incentives groups
* Good network with industry people from hotels and travel companies.
* Good communication skills and an edge in client facing roles.

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**Last Drawn Salary 7 .5 Lakhs per annum.**

**Notice Period Can join immediately**

**Current Location Haldwani- Uttrakhand**