

## CURRICULUM VITAE

### **TATHAGATA SENGUPTA**

E-mail: [occlumency.tathagata@gmail.com](mailto:occlumency.tathagata@gmail.com)

Mobile: +91-9560825783

Area of Specialization: Sales & Marketing

Work Experience: 5 Years 6 Months



### **CAREER OBJECTIVE**

To build a long term career in Sales & Marketing field with opportunities for career growth.

### **EXECUTIVE SUMMARY**

- Did my Hotel Management Internship at Radisson Blu, Mahipalpur, New Delhi for a period of 6 Months
- Completed my B.sc in Hospitality and Catering Management from Sikkim Manipal University in 2013.
- Did my MBA Internship at Indian Oil, Pipelines Divisions, Noida for a period of 2 Months
- Completed my Post Graduation in MBA in Marketing Field from Indian Institute of Planning and Management.
- Have 2 year of Work Experience with Goibibo as CRM Executive-Hotels in Go-MMT Group.
- Have 1 Year of Work Experience with Goibibo and Go-MMT Group as Market Coordinator (**International Hotel Contracting**).
- Having 2 years 6 months of Work Experience with Thomas Cook India Limited as an Assistant Manager in Retail Sales Foreign Exchange.

### **WORK EXPERIENCE**

1. Maintaining Inventory and Rate parity with respect to other OTA's i.e. Booking.com etc.
2. Contracting new hotels and negotiating commission percentage with hotelier.

3. Data crawling in order to maintain rate parity with other OTA's like Booking.com, Expedia etc.
4. New Business Acquisitions and Achievement of Sales Target. Bringing new clients to Thomas Cook India Limited, converting client's business and imparting commission to the client based on the same.
5. Supervising Marketing activities and ensuring smooth transitioning of the same among my peers.
6. In my 2nd year at Thomas Cook, I was able to achieve my sales targets and at the end of the year 2019, I was awarded with "Role of Honour" Rating that is the maximum KYC rating one can achieve in Thomas Cook.

## ACADEMICS

Course	Degree/ University	Board Year of Passing	Percentage
Secondary(10 <sup>th</sup> Class)	CBSE	2007	72
Senior Secondary(12 <sup>th</sup> Class)	CBSE	2009	68
B.sc(Hospitality & Catering Management)	Sikkim Manipal University	2011	74
MBA(Marketing)	IIPM, Delhi	2015	72

## HOBBIES

- Traveling
- Dancing
- Listening To Music

## PERSONAL DETAIL

Father's Name	Mr. Sekhar Sengupta
Mother's Name	Mrs. Suparna Sengupta
Address	B-412, Neelkanth Apartments, Sector-62, Noida
Date of Birth	04.Dec.1991
Marital Status	Single
Languages Known	English, Bengali, Hindi & Basic French.

Date:

Place: DELHI

[ Tathagata Sengupta ]