**NITISH ARORA**

(Date of Birth: 29th, NOVEMBER, 1989)

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**OBJECTIVE**

To acquire a position of responsibility with a firm where creativity and integrity are valued. Where my ability to work under pressure will enable me to exceed. Company’s expectations there by my capitalizing my success.

**BACKGROUND**

I am indefatigable, magnanimous 30 yrs. Gentleman, professionally qualified and keen to grow in the Travel and Tourism Industry. As working each day for learning something new is key to success and I always stayed a student in my career who will keep on learning.

**QUALIFICATION**

**COURSES COLLEGE/ INSTITUTE/ UNIVERSITY**

**REMARKS**

Basic Course In Air Fare and Ticketing

Indian Institute of Travel and Tourism

Management (IITTM), New Delhi.

Passed

Bachelors in Tourism

Studies

Indira Gandhi National Open University Passed

Basic Course In German

Language

BTEC ( HNC ) In Aviation, Hospitality and Travel Management

Indian Institute of Travel and Tourism Management (IITTM), New Delhi. Frank Finn Institute of Air Hostess Training, New Delhi.

Passed

Passed

1 yr Diploma In Hotel

Management

Bhartiya Vidya Bhawan, New Delhi. Passed

Bachelors of Tourism

Studies ( BTS )

X+2 in Medical Science

Stream with Math

Indira Gandhi National Open University

(IGNOU), New Delhi.

Central Board Of Secondary Education

(C.B.S.E.), New Delhi.

Passed

Passed

**EXPERIENCE**

I am currently working with Fountainhead MKTG, a Dentsu Aegis Network Company as General Manager, Sales North India from January 2019 till today and in my current folio I am heading entire team of North India for Sales and Operation.

I have worked in SOTC Travel Pvt. Ltd. from May 2010 till December 2018 and left the organization as Senior Manager Sales. I am handling MICE Queries of different Corporates and getting business for my organization from the leads.

I started my journey in SOTC as Senior Executive Sales and in my job profile I was making suitable MICE itineraries for the travel plan of our corporate clients of Max Life Insurance, LG India etc. As per my job profile I was co-coordinating with various DMC’s and airlines for making a wonderful quotations and itinerary for the corporate. I have also picked up few corporate groups to South East Asia and Middle East.

Post observing my inclination towards Sales Coordination by my seniors they promoted me in an year time as Deputy Manager-Sales Coordination and converted 60% queries given to me for making products, negotiating with suppliers & airlines. As I have good destination knowledge and also traveled almost all major countries like New Zealand, Australia, USA, France, Switzerland, South East Asia and Middle East with groups and have a good feedback on tour also. I have handles many domestic group tours also with big numbers like 500-1000 participants.

Along with Sales Coordination I focused myself in hardcore Sales and in my first year of Sales I have picked up a group of 700 participants to Italy and Slovenia. Added 4 new accounts in a span of 6 months and converted 100% business from these accounts for next two financial years.

In consideration to my performance I have been promoted as Manager Sales and with support of my seniors and team SOTC I have added few more big accounts in my sales kitty. I have successfully handled big Events like launching Honda Jazz in New York,

500 employees annual sales meet in Dubai for a pharma client and many more.

I am very much involve in closing all big accounts business with good profits due to great negotiation skill with overseas suppliers and retained all my customers from the day of picking the first business. I believe in having good GOP in files as profit is the key of result once we come to file closure.

In my earlier months at SOTC, I have handled files operationally also and have done great job in the same. But at my present and for future will be looking to do well in Sales which is my prime focus and final target

I was working in US Corporate Department of MakeMyTrip.Com India Pvt. Ltd. from May 2008 till March 2010. In my job profile I was making suitable flight itineraries for the travel plan of our corporate clients of Infosys, Satyam Computers, Amicorp etc.Also dealt with Hotel and Car reservations for the passengers traveling to different destinations.

I have also worked in the field of Business Development with India’s number one event management company Encompass Events and in the period of ten months done events and activities for the below mention organizations:

- NOKIA SIEMNES NETWOKS

- BUSINESS TODAY GROUP

- NOKIA MOBILES AT MOBILE ASIA 2008

During my entire career in SOTC I have done extra-curricular things like Emceeing Events in Europe and South East Asia, working as DJ for groups on various destinations and adding to it now I perform on stage as a new age singer as well along to involve the crowd. Recently with my signing on Genting Dream Cruise I have handled 400 guests group with excellent feedback.

My overall experience gives me a great exposure to all aspects of MICE from starting calling a customer for a query to meet them by understanding the requirements which enable me to design the product to sell with good confidence of handling it operationally and on tour with excellent feedback from client that leads to good profits as I love to sell with mark-up by convincing the customer so we retain the business for upcoming years. As part of my next project I would love to lead a Sales and Contracting Team so I can increase their circle of growth by supporting them to pick business or making excellent products and having great skill of negotiations by knowing right price and inclusions in any product.

**ACHIEVEMENTS**

- Got the Highest Percentage appraisal in SOTC Delhi in my first year of Work.

- Stood 1st , 2nd and 3rd in various Inter School Debate Competitions

- Participated in 1st. Vacation Program on Environmental Resources by Department of Environment of Govt. of NCT of Delhi.

**HOBBIES**

Traveling to different destination, listening and singing music, watching soccer with focus on my favorite club Manchester United,exploring various destinations and eating out in those quate little eatery that are no where in the gourmet columns and serve the most delectable cuisine.

**PERSONAL INFORMATION**

**FATHER’S NAME** - LT. MR. HARISH CHANDER ARORA

**MARITAL STATUS -** MARRIED

**NATIONALITY** - INDIAN

**LANGUAGES -** English, Spanish & Hindi

**KNOWN**

**DATE :- PLACE:-**

(NITISH ARORA)