

# JUBEY ABRAHAM



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📍 Bhopal

## Languages Known :

English, Hindi, Malayalam

## Hobbies:

Listening to music,  
Travelling

## Personal Profile

Nationality : INDIAN

Marital Status : SINGLE

DOB : 01/05/1992

SEX: FEMALE

## Career Objective

To seek a challenging position in the any sector where I can prove my creativity and demonstrate skills and contribute by working sincerely & smartly for the better organization with good Communication skills, Time Management, Confidence and Positive thinking.

## Job Experience

### **Business Manager, MakeMyTrip Pvt. Ltd. (November, 2014 – June, 2016)**

- ✚ -Identify key markets and the types of hotel products that would complement our current product offerings and revenue growth
- ✚ -Grow net revenue in the market by producing business plans to achieve revenue goals, ensuring inventory levels exceed demand throughout the market, ensuring rate competitiveness, participating in weekly market review meetings, maintaining running inventory and rates, following up on all expiring contracts, analysing weekly reports, negotiating and securing market deals and merchandising all deals on our sites
- ✚ -Establish and maintain supplier relationships
- ✚ -Initiate contract agreements and credit arrangements with suppliers
- ✚ -Conduct presentations and represent MakeMyTrip at destinations tourism sponsored events, marketing partner sponsored events and industry related events
- ✚ -Oversee coordination of contracts between Market Management and suppliers
- ✚ - Finding new partners to work with MakeMyTrip
- ✚ - Link between suppliers and the management to provide a seamless experience .


## Key Skill

- ✚ Good communication
- ✚ Teamwork
- ✚ Analytic thinker
- ✚ Leadership

### Academic Profile

Course	Institute /board	Year of passing
PGDM(travel and tourism)	IITTM, GWALIOR	2013-2015
B.COM Travel and Tourism	Barkatullah Vishwavidyalaya Bhopal	2013
X11 th	MP Board	2010
X th	MP Board	2008

### Computer Skills

 MS Office, Windows XP, Windows 7, Windows 8

### Declaration

I hereby affirm that the above information given by me is true to the best of my knowledge and belief.

**Place : Bhopal**  
**Date : 22-02-2017**

**(JUBEY ABRAHAM)**