


Shrinath Raja

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PROFESSIONAL EXPERIENCE

U & I Holidays Pvt. Ltd.

Oct 2018 - Present

Sales Manager

- **B2B Sales**
- Visit Potential Clients for business expansion.
- Identifying **new markets** & business opportunities.
- Representing **products and services**.
- **Negotiating** contracts and packages

Goomo Holdings Services India Pvt. Ltd.

Feb 2018 – Sep 2018

Sales Executive

- **B2B Sales**
- **Negotiating** contracts and packages
- Identifying **new markets** & business opportunities.

World Travel Studio

Aug 2016 - Jan 2018

Executive Channel Sales

- **B2B Sales**
- Visit Potential Clients for business expansion.
- Identifying **new markets** & business opportunities.
- Representing **products and services**.
- **Negotiating** contracts and packages

EDUCATION

Course	University	Institute	Specialization	Year
PGDBM	A.I.C.T.E.	Prin. L.N. Welingkar Institute of Management Development and Research College	Marketing	2017-19
M.Com	University of Mumbai	University of Mumbai	Commerce	2016-18
B.Com	University of Mumbai	University of Mumbai	Commerce	2014

CO-CURRICULAR ACTIVITIES

- Represented college in Cricket and Baseball tournaments.
- Won 2nd price in Carom & Shot put competition.
- Qualified for the final round of P ward - Science Exhibition.