

Prajakta sanap

SALES EXECUTIVE

Personal Profile

- I am ambitious and hardworking individual, with broad skills and experience in sales.
- Furthermore, I am adept at handling multiple tasks on a daily basis competently and at working well under pressure.
- A key strength is communication; building strong relationships with people in order to deliver the best results.

Qualifications:

B.Tech (electronics & communication)
Masters in theatre arts
Digital Content writer

Contact Details

7506374040
Email : sanappraja@gmail.com

Work Summary

DOMESTIC SALES EXECUTIVE

June 2016 - March 2017

- Counter sal
- demonstrating and presenting products
- establishing new business
- maintaining accurate records
- attending trade exhibitions, conferences and meetings
- reviewing sales performance
- negotiating contracts and packages
- working towards monthly or annual targets.

SALES EXECUTIVE

VEENA WORLD HOSPITALITY PVT LTD

March 2017 - SEPT 2019

- Cooperate with clients to determine their needs and advise them appropriate destination, modes of transportations, travel dates, costs and accommodations
- Provide relevant information, brochures and publications (guides, local customs, maps, regulations, events etc) to travelers
- Book transportation, make hotel reservations and collect payment/fees
- Use promotional techniques and prepare promotional materials to sell itinerary tour packages
- Deal with occurring travel problems, complaints or refunds
- Attend travel seminars to remain updated with tourism trends
- Enter data into our software and maintain client files
- Network with tour operators
- Maintain statistical and financial records
- Meet profit and sales targets

INTERNATIONAL SALES EXECUTIVE

MORNING STAR HOLIDAYS

SEPT 2019 - Nov 2020

- Responsible for analyzing the sales potential, customer needs, market opportunities and pricing of service and goods.
- Responsible for planning and implementing marketing and advertising activities.
- Promoting packages
- Adding new destination in product and services related to it

FREELANCER

QUICKTRIP

JAN 2021- still

- Research and analysis about market after pandemic
- Updating travel norms with respect to each destination
- Dealing B2B . DMC , Transport and hotels and resorts
- Creating packages
- Marketing and creating a Social platform for the same
- Deal with occurring travel problems, complaints or refunds
- Attend travel seminars to remain updated with tourism trends
- Create Database