**RAKESH KUMAR SHARMA**

**Mobile:** +91-9929045217/9214633217

**Email:**rakeshtiwari22@gmail.com

Seeking middle level assignments in Sales, Marketing orMarket or area Manager with an organization of repute.

**Brief overview**

* **8years** of experience in Travel, Tourism & Hospitality Sector.
* Currently associated with **Orchid Global** (Area Manager), **Travel Boutique Online,**working as a**Assistant Sales Manager in Holidays and Hotels (Domestic & International) Division,**handling B2BAll Rajasthan location**.**
* Proficient in working with channel partners ,Travel agents and Hotels effectively market Travel products.
* Skilled in managing work in sync with set parameters of the company and to achieving business and individual goals.

**AREAS OF EXPERTISE**

* **Business Development** - A skilled communicator with good presentation skills.
* **Client Relationship Management** - Building & maintaining healthy business relations with our customers,dealers&channel partners. Initiate and develop relationships with key decision makers in co.
* **Sales with team management** - A consistent performer with the ability to set up new processes in the company with quality of team management.

**Organisational details**

**May 2017to Till Feb.18**

**ORCHID GLOBAL & DMC PVT LTD**

**Deputy Manager**

**Role:-**

* Looking after of B2B Sales for Hotels &DMC Holidays in all Rajasthan along with Local Hotel Contracting.
* Sales For online Portal & DMC Buisnessdevelopment .
* Enhancing the business volume through efficient Agent/ client services.
* Maintaining good market penetration.
* Consistently surpassed the assigned targets on a monthly/quarterly basis.
* Carrying mart relations with area Agents and Suppliers .

**April 11’ to Dec 2016**

**TRAVEL BOUTIQUE ONLINE .**

**Assistant Manager**

**Role:-**

* Looking after of B2B Sales for Hotels & Holidays in all Rajasthan along with Local Hotel Contracting.
* Leading the team with 3 direct sale team persons.
* Enhancing the business volume through efficient Agent/ client services.
* Maintaining good market penetration.
* Providing fruitful portfolio with cross sale of all Travel Products Hotels , Transportation ,Airline ,Travel Insurance , Guide & M.I.C.E
* Consistently surpassed the assigned targets on a monthly basis.
* Carrying mart relations with area Agents and Suppliers .

**April’ 2010 to April2011**

**MAKE MY TRIP INDIA (PVT) LTD.**

**Senior Executive**

**Role:-**

* Identify prospective clients, enhancing business from existing accounts, for achieving consistent sales targets and to built profitable portfolio IN Both B2B & B2C.
* Identifying and developing new business opportunities through company’s sales channels comprising dealers & distributors and direct customer.
* Constant monitoring and tracking of self generated portfolio Business.
* Consistently surpassed the assigned targets on a monthly & annual basis, ensuring high level of customer satisfaction.
* Maintained service standards with monitoring on fast source, login and disbursement.
* Convey to client for smart investment in available products like Hotels, Tour package (Domestic &International), F.IT & Fix Departures,Visa , M.I.C.E, Flight.

**Achievements:-**

* Wherever I worked always in top performers sales Figure wise and reward by incentive.
* Initiative of “Sales drive” taken in Jaipur districts along with Entire Rajasthan and Organisation bring to market leader in B2b Hotels & Holidays in Rajasthan.
* Successfully Satisfied Given Role.

**Industry exposure**

**Jan’2007 to March’2010**

**Cox & Kings ( india ) Ltd.**

**Executive, jaipur**

**Role:-**

* Handled business as well in B2C Counter Sales For Domestic Product in Bharat Dekho Division.
* Individually handled the New Divison and shown the Significant Growth and same is highly appreciated by higher authority.

**Oct.’2005 to Dec.’2006**

**RAJJAS HOLIDAYS Jaipur**

**Business Development Officer**

**Role:-**

* Worked as **Business Development Officer**in RajjasHolidays in Jaipur area.
* Handled Counter sales, agent Sales for Domestic packages , hotel bookings , Hotel Contracting for Rajasthan and ensure the profitable business.
* Joint selling product like Outbound products withThomas Cook.

**Academia**

**Academic & Professional Qualification:**

|  |  |
| --- | --- |
| **Course Year** | **Institute Percentage** |
|  |  |
| **MTM 2009** | IGNOU , Jaipur 62% |
| **B.P.Ed. 2005** | MDS University of Ajmer (Rajasthan) 78% |
| **DTHM 2004** | Vardhmaan Mahaveer Open University, Jaipur 63% |
| **B.Sc. (Bio.) 2003** | MDS University of Ajmer (Rajasthan) 64% |
| **Sr. Secondary 2000** | Board of Sr. Secondary Education of Rajasthan 66% |
| **Secondary 1998** | Board of Sr. Secondary Education of Rajasthan. 78% |

**IT Skills**

Sound working experience of MS word, MS Excel, PowerPointand Internet

**co curricular activities**

State level presentation in Hockey Tournaments in 1998, Held in Hanumangarh.

**Personal dossier**

Name :Rakesh Kumar Sharma

Father’s Name :Mr. Ram Karan Sharma

Date of Birth :21st Jan. 1982

Languages known :English, Hindi, Rajasthani

Address :57 , Gayatri Nagar II/B , Nr. SanagnerThana ,Tonk Road, Jaipur

Marital Status :Married

Hobbies : Appreciate Music, Watch and Play Sports & Traveling.

**References:**

(1) Mr. Manish Dave (2) Mr. Preet Sharma

Branch Manager-Cox & Kings (I) Ltd. Manager

Tirathraj Apartment, Civil Lines, Make My Trip Jaipur Store

Jaipur. Malviya Nagar , Jaipur

Mobile) +91-9829010158/9672370170 Mobile) +91-9602009922

Date: 21 July. 2015

Place: Jaipur (Rakesh Kumar Sharma)