## Kushal Shekhar

A-3/58 Dal Mill Road

Uttam Nagar, New Delhi - 110059

Mobile: 9711127234 / 7838733146  
[kushalshekhar866@gmail.com](mailto:Kush.Shekhar87@gmail.com)

|  |
| --- |
| OBJECTIVE |

A Challenging position in a reputed organization with a focus on Sales and Client relations, where I can enhance my skill and Also contributing to goals and objective of the organization.

|  |
| --- |
| PROFESSIONAL QUALIFICATION |

* “O” Level from DOEACC Society.
* “A” Level from DOEACC Society.

|  |
| --- |
| ACADEMIC QUALIFICATION |

* Graduation – B.com.
* Higher Sec from Sanjeevani Public Sr. Sec School. – CBSE BOARD.
* Senior Sec from Sanjeevani Public Sr. Sec School. – CBSE BOARD.

|  |
| --- |
| WORKING EXPERIENCE |

1. Presently working with CATAPULTT SERVICES PVT LTD as Asst **Manager Contracting & Operation** – responsible for taking care of operations part and hotel contracting.
2. 3 Yr worked in “**Vunique Hotels**”, Delhi. As a **Sr. Manager Operations** – responsible for taking care of all Hotel Sales and operations , handling groups , Business Development, Majorly sales part i.e.: Contracting with corporates and hotels visit PAN India for business, Escorting with group, bill/ invoice generation, Set Targets and goals.
3. 4 Yr worked with **Concierge Hospitality Services Representation for Hotels - Gurgaon** – as **Operations Manager**. I was working in alliance with hotels like Sayaji Indore , Sayaji Pune and Sayaji Vadodara , Parle International Mumbai , Taj Grand Agra , Om Towers Jaipur and some guest houses in Delhi and Gurgaon , Tour packages , Business Development, Majorly operations part i.e.: Contracting with hoteliers, Create Vendors, operations of current files. Escorting with group, bill/ invoice generation, Set Targets and goals.

|  |
| --- |
| JOB PROFILE |

* + New Business Development.
  + Target driven.
  + Sales of Room nights for hotels Pan India.
  + Visit markets Pan India for Travel agency signups.
  + **Sales + Operations for closure of Sales.**
  + Approaching new or existing customers.
  + B2B, MICE, DOMESTIC & INBOUND Sales.
  + Client mapping , Maximizing profits,focused sales for corporate.
  + Hotel Reservations.
  + F.I.Ts./ GIT’s
  + Escorting.
  + Arrangement and Reconfirmation of Rooms.
  + Updating and Maintaining Database of corporate + travel agents.
  + **Contracting with all Hotels – PAN INDIA**

|  |
| --- |
| ACHIEVEMENTS: |

* Finalized sales for packages, delivering comprehensive tour information, answering client questions, and completing registration process.
* Customized welcome packets and materials for registrants.
* Processed client profiles and organized office systems to ensure smooth workflow.
* Communication & Client Relations
* Fielded a high volume of client calls, including catalog requests, itinerary/geography questions, and referrals to appropriate personnel.
* Developed strong relationships with managers and staff, creating a cohesive and productive team within a deadline-driven environment.

|  |
| --- |
| HOBBIES |

## Traveling.

## Making Friends

## Listening to Music.

|  |
| --- |
| PERSONNEL INFORMATION |

**Father’s Name :** Mr. RK Shekhar

**Date Of Birth :** 16th Sep, 1987

**Address**  : A-3/58 Dal Mill Road, Uttam Nagar, New Delhi - 110059

**Nationality :** Indian

**Marital Status :** Married

**Language Known :** English , Hindi & Punjabi

|  |
| --- |
| DECLARATION |

I do hereby affirm that the information furnished above is true to the best of my knowledge.

Date: \_\_\_\_/\_\_\_\_/\_\_\_\_\_\_\_

Place: **DELHI** **(KUSHAL SHEKHAR)**