



SANJEEV S NAIR

Travel and Hospitality Professional

I am a highly motivated, travel professional with a solid track record of performance in the hospitality Industry. That along with my love for travelling and exploring new places has helped me strive in the industry for over a Decade! Seeking a challenging career in the consortium of an industry, where I can contribute my experience, expertise and talent in an environment of open communication, activity, vision and growth.

WORK EXPERIENCE



+91 9447672239



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SKILLS

Team building, Coaching,
& Leadership

Key Account Acquisition &
Management

Negotiation

Sales Analysis & Reporting

Digital marketing and
planning Campaigns

Corporate Direct and
Global Sales

Market Intelligence and
Research & Trend Analysis

TECHNICAL SKILLS

Booking Engines

GTA, Hotbeds, DOTW, Kouni, Travco
and Tourico

Ticketing tools

Gallileo & Amadeus

Insurance Systems

AXA, QIC & AIG

ASSISTANT MANAGER - PRODUCTS

Rida international travels and tourism

11/2017 – 11/2018

Dubai - UAE

Roles and Responsibilities

- Develop Customized itineraries for the Clients
- Work closely with Yield manager to promote the productivity and inventory control
- Frequent visit to hotels and other ground handlers to ensure Service levels
- In charge of the India and Vietnam sales market and create New competitive Products

OPERATIONS SUPERVISOR

Qatar Airways - Holidays

05/2013 – 04/2017

Muscat - Oman

Roles and Responsibilities

- Supervise and manage the operations with a team of FIT and GROUP operations agents
- Report to the HO with monthly and annual sale budgets, sales reports and sales visits describing all activities and market opportunities.
- Monitoring competitor activities and recommend actions.
- Ensure that a high level of customer service is maintained through efficient processing of bookings and the skills and knowledge of agents.
- Frequent visits to Corporate's and Travel agents to Establish, develop and maintain business relationships with assigned current customers and prospective customers segment to generate revenues for the organization
- Analyze the markets potential to determine the value of existing and prospective customers in terms of sales opportunities
- Coordinate with the E – Commerce department to update new online offers and focus more on the destinations on demand according to change of Market
- Enhance product knowledge to the Agents and Corporates
- Maintaining Records: Key performance indicators and targets, Staffing and roster, Customer portfolio and conversion tracking and maintaining all record to make sure team Follows policies in line with audit requirements

ACHIEVEMENTS

Top Seller for AXA Travel Insurance - 2010

Qatar Airways

Top Seller for AIG Travel Insurance - 2011

Qatar Airways

HONOR AWARDS

Public Speaking

International Toastmasters Club

One among the Best Public speakers in Qatar as a Toastmaster

LANGUAGES

English

Native or Bilingual Proficiency

Hindi

Full Professional Proficiency

Malayalam

Elementary Proficiency

Arabic

Elementary Proficiency

Tamil

Elementary Proficiency

Kannada

Elementary Proficiency

INTERESTS

Active Member of
International
Toastmasters club

Travel

Music

Sports

WORK EXPERIENCE

SENIOR TOUR CONSULTANT

Mannai Holidays

02/2009 – 05/2013

Qatar - Doha

Roles and Responsibilities

- Responsible for the Inbound Department which includes supervising all team members and in assignment of work, Control the inventories and distribute the allocations for different markets and corporates
- Sale of FIT and group Tours. (Inbound/Outbound)
- Complete Billings of all closed files.

EXECUTIVE INBOUND TOURS

Marvel Tours

12/2007 – 01/2009

India - Bangalore

Roles and Responsibilities

- Query Handling
- Prepare the time Charts
- Assign Guides, Transportation and Escorts to the groups
- Confirm Hotel and restaurant Reservations and providing quotations

SALES AGENT

CWORLD Holidays

04/2007 – 11/2007

India - Cochin

Roles and Responsibilities

- Package Sales and client relationship management