

VISHWAJEET CHAUHAN

Highlights: Since I have been associated for sales, marketing and promotion of various tourism product while handling Deluxe & Superior business (mainly European, UK, USA & Far-East market) for both Inbound and Outbound and after having 16 yrs plus experience in travel trade, I could say that I am hard core sales cum operational guy, having ability to sale any product and promote any business successfully – am well versed on the products that are saleable in such clientele keeping in view of the client psychology and the market potential, which can help generate substantial revenue for the organization and promote the work in a way to achieve and satisfy organization Interest and Benefits.



Comprehensive SWOT Analysis of competition branch/region-wise: Having SWOT analysis capacity to any destination or tourism product either it's for domestic market or for international market. I have travelled extensively in India and some major destination in abroad. I am having good knowledge for local regional languages spoken in India especially north-east or north-west region.

Work in close connects with hotel contracting team: It's very important for any individual in travel trade to have close connection with hotels either its standard or five star luxury hotel. Negotiation technique plays important role to match client budget either its budget tour or luxury tour. Same talent/technique needs when tour officer deals with airline either its domestic or international sector.

Working in close connects with marketing to promote the products created on destination assigned: I have core knowledge of all domestic or international products which I have sold in last 15 yrs to various clients in UAE, Africa, Indian Ocean, Far East & India from North to South and East to west. Needless to mention that I have conducted (sale and operation), school group, collage trip, leisure tour, religious tour, adventure and trekking tour or special interest tour within India and abroad.

Driving sales on all fronts - online and Offline (Retail, B2B, Affiliate) - and achieving the set budgets/pax numbers for FIT/FD out the destinations assigned: Its IT world therefore, I have experience of both online or offline sale of tourism product either its sale of individual hotel, airline ticket or any group or FIT tour packages. One should be open for any work profile and eager to generate sale either its B2B or B2C and focus to reach set target.

Key Skills: Should have excellent domestic/international tourism product knowledge: As explained above and want to add further that I born in Delhi but brought up living various places in India & travel various international destination for sale, operation, training & attended exhibition & trade fairs . Secondly, I have personally visited various tourist place from North to South and East to west which has added advantage in my professional profile. I have core experience of MICE profile either its sale or operational profile.

Incumbent should have hands on experience of designing Domestic / Inbound travel packages. Should be creative in designing travel products, should be a passionate traveler: In-depth experience of creating various domestic tour packages (for school group, collage trip, religious or adventure), weekend tour or long stay tours.

Candidates should have Good contacts with hoteliers and airlines: Yes, having in-depth experience and contact with local hoteliers/airline in India for both leisure and corporate clients or for MICE.

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Work Experience:

November'2015 onwards

Serving: Satguru Travels LLC (GLOBAL DMC/TMC -64+ branches globally)

**Website: <http://satgurutravel.com/>
<http://www.satguruholidays.com>**

Position held: Tourism Head Global (MICE, Medical Tourism, Holidays, Corporate, B2B)

Job responsibilities include:

- Develop tourism product, destination.& assist team to sale destination.
- Handling 64+ branches & team globally to sale Air & Non Air products & services.
- Assist training department to provide training on tourism product & services to all Satguru Travels branches globally & enhance selling skills & motivate team.
- Solve branches queries & build synergy among all branches for inter branch sales & to sale global destination.
- Sale & operation MICE in UAE, India, Indian Ocean, Europe, Africa, Far- East.
- Develop & handling corporate business in Africa, India & UAE
- MICE Sales, Proposal preparation, representation and operation expertise.
- Building coordination with accounts, finance, operation and sales team for smooth functioning of business, payment collection & to increase business.
- Overseas sales and marketing.
- Contracting with hotel and other supplier, transport division to assist operation.
- Increase inbound/outbound business for company.
- MICE contracting with suppliers and hoteliers.
- Participate in national and international trade fairs & exhibitions for more business opportunities.
- Work closely with Management on various projects planning, execution & implementation.

September'2013 –October'15

Serving: RIDA INTERNATIONAL TOURISM-LLC Dubai UAE

Website: <http://www.ridaint.ae/>

Position held: Head MICE Sales & Operation / India, Africa, Europe (INBOUND & OUTBOUND)

Job responsibilities include:

- Develop tourism product.
- Handle MICE in UAE, India, Indian Ocean, Africa, Far- East.
- Develop business in UAE for outbound destination for MICE.
- MICE Sales, Proposal preparation, representation and operation

expertise.

- Liaising/built PR with corporate clients in UAE.
- Handle team of 15 people in Sales and Operation.
- Oversee sales and marketing.
- Contracting with hotel and other supplier, transport division.
- Increase inbound business of UAE/Oman/India/Indian Ocean.
- MICE contracting with supplies and hoteliers.

October 2010 – February'2013

Served **HTT - GLOBAL HOLIDAY & INCENTIVE SPECIALIST**, Dubai-UAE

Website: www.travelhtt.com

Position held: **Country Manager**
(OUTBOUND/INBOUND & MICE)

Job responsibilities include:

Costing & Contracting / Sales & entire operation, which includes...

- Direct / on-line sale and promotion of various tourism products.
- Assisting in product and sales development.
- costing for the tour programmes, series and brochure programs,
- negotiating special rates with suppliers and hoteliers,
- Making tour packages for the individual's and group's,
- MICE {Costing, proposal and operation: Meeting, Incentive, Conference & Event}
- Handled group strength 800-20pax in different locations globally.
- Handling travel Desk,
- Comprehensive SWOT Analysis of competition branch / region wise
- Creating competitive products for FIT and champion products as well (for each region depending on the product requirement for that region)
- Work in close connect with hotel contracting team
- Work in close connect with marketing on pan India marketing plan (offline and online)
- Driving Series Sales on all fronts - Online and Offline (Retail, B2B, Affiliate) and achieving the set budgets / pax numbers for FIT
- Etc

August 2008 – September 2010

Serving **SIDDHARTH TRVELS**,

New Delhi – Website:

www.siddharthtravels.com

Position held: Deputy Manager – Tours
(INBOUND/OUTBOUND & MICE) (Travel & tours business Globally)

Current CTC *Would let you know at the time of interview call.*

Job responsibilities include:

Costing & Contracting / Sales & entire operation, which includes...

- Handling team of 04-06 person operationally/Sales
- Direct / on-line sale and promotion of various tourism products.
- Assisting in product and sales development.
- costing for the tour programmes and brochure programmes,
- negotiating special rates with suppliers and hoteliers,
- Making tour packages for the individual's and group's,
- Consultant for various FTO's and corporate clients.

- MICE {Costing, proposal and operation: Meeting, Incentive, Conference & Event}
- Handled group strength 800-20pax in different locations globally.
- Handling travel Desk,
- Drive and work upon domestic products pan India
- Comprehensive SWOT Analysis of competition branch / region wise
- Creating competitive products for FIT and champion products as well (for each region depending on the product requirement for that region)
- Work in close connect with hotel contracting team
- Work in close connect with marketing on pan India marketing plan (offline and online)
- Driving Series Sales on all fronts - Online and Offline (Retail, B2B, Affiliate) and achieving the set budgets / pax numbers for FIT
- Etc

July 2005 – August 2008

Serving **ABERCROMBIE & KENT INDIA PVT LTD, New Delhi**

(A&K) – one of the globally acclaimed leading Destination Management Company.

Website: www.akdmc.com

Position held: Asst Manager – Tours
(Part of Incentive travel and tours business from Europe)

Job responsibilities include:

Costing & Contracting / Sales & entire operation, which includes...

- planning, preparation and costing for various types of itineraries with each and every minute detail (this helped my all employers to fetch potential business from overseas agent)
- Direct / on-line sale and promotion of various tourism products.
- Handling team of 03-04 person operationally
- costing for the tour programmes and brochure programmes,
- negotiating special rates with suppliers and hoteliers, Handle Incentives and groups independently and other related operation work

March 2000 - June 2005:

Served **TUSHITA TRAVEL PVT LTD, New Delhi** (one of the leading Destinations Management Company). Website:

www.tushita-india.com

Position held: Sr. Executive – Tours, New Delhi –
in their Incoming Tours Division (in charge of the European market) Branch In Charge – responsible for all the operations of their Delhi office.

- Costing & Contracting / Sales & entire operation, which includes...
- planning, preparation and costing for various types of itineraries with each and every minute detail (this helped my all employers to fetch potential business from overseas agent)
- Direct / on-line sale and promotion of various tourism products.
- Handling team of 03-04 person operationally
- costing for the tour programmes and brochure programmes,
- negotiating special rates with suppliers and hoteliers,
- Handle Incentives and groups independently and other related operation work

Business skills & competencies:

- Strong trade relationship
- Good negotiation skills.
- Operation skills.
- Team management.
- Effective organisational and management skills.

Technical skills:

- Well-versed in computers with good working speed on MS Word & Excel.
- On-line portals

Personal Details:

Born on: January 26, 1976
Marital status: Married
Permanent Address at: N-70, Phase-01, New Palam Vihar, Gurgaon, Hariyana, India
E-mail: vishi2601@gmail.com
Phones: Mobile # +91-85300 22759 (India No)
Indian Passport #: Yes
Driving License #: Yes

Professional Qualification:

Graduation in Tourism (From Pune University-1998)
Post Graduation in Marketing and Tourism (From Delhi University-2000) Diploma in Entrepreneurship & Marketing.

Languages Known:

English, French, Italian and Hindi, Marathi & few other dialects of Northern India languages.

Hobbies:

Music, Reading, Traveling, Computers, Cricket.

References:

Mr. Anil Chandirani (Chairman)	Satguru Travels LLC
Mr. Nilesh Thakkar (CCO)	Satguru Travels LLC
Mr. Rafic Rida (Chairman)	Rida International Travel & Tourism
Mr Hanif Poona (Chairman)	HTT Holidays and Incentives
Mr. Kuki Chawla (Chairman)	Siddharth Travel
Mr. P Velayudhan (Raju) – General Manager	Abercrombie & Kent (I) Pvt Ltd.
Mr. P. Bhatnagar – Manager (Incentive)	New Delhi
Mr. A. Jaitly –Director	Tushita Travel (I) Pvt. Ltd.,
Mr. V. Gopalan-Manager	New.

Vishwajeet Chauhan: - ++ 91-85300 22759 (India), Mobile no. 24 hours x 7 days

NOTE: Above information & references are confidential. Please don't contact to any of the reference prior confirmation of job or offer letter duly accepted or signed between company & employee (me).

