

Resume

HARI PRASAD RAAMA

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Address:

H. No. 1-10-157, Flat No. 302,
SRI DWARAKAMAYEE APARTMENT,
STREET NO. 8, ASHOK NAGAR,
HYDERABAD, TELANGANA, INDIA - 500020.

Career Objective:

Am a Tours and Travel Professional with 14+ years' experience in Leisure Tours & Travel Industry working across Sales, Operations and Management with good track record, excellent client relationship and team management skills.

Am looking forward to hold a Senior position with accountability and responsible profile to contribute for the growth of the Organization with a passion and dedication for mutual benefits.

Professional Certifications:

- Travel and Tourism Consultant Diploma, IATA-UFTAA, Montreal.
- Travel and Tourism Foundation Diploma, IATA-UFTAA, Montreal.
- Airline Diploma - Kuoni Academy of Travel, Hyderabad
- GDS – Proficient in Galileo and Amadeus, Hyderabad

Educational Qualifications:

- Bachelor in Arts – Kakatiya University, Warangal
- Diploma in Pharmacy - SVET Trust Pharmacy College, Karnataka
- Secondary School Certificate -Nehru Memorial School, Warangal

Technical qualifications:

- Good at MS Office and Internet applications
- Proficient in Computer Application usage as per the Job requirement

Work experience:

Upanna Package Tours Pvt. Ltd., Warangal:

Manager - Sales & Operations: Leisure, FIT & Groups Travel – Apr 2017 – Till date

Cox and Kings Limited, Hyderabad:

Deputy Manager - HOD – Operations, Sales (Leisure, FIT, MICE) – Feb 2015 – Mar 2017

Cox and Kings Limited, Hyderabad:

Deputy Manager - Operations: Leisure, FIT, MICE Travel - April 2010 - Sep 2012

Assistant Manager - Operations: Leisure & FIT Travel - April 2008 - Mar 2010

Senior Executive - Documentation and Visa Process: OBT - June 2006 – Mar 2008

SOTC, Kuoni India Private Limited, Hyderabad:

Senior Executive - Visa Department - Dec 2004 - May 2006

Neo Aerojet Travel Agency, Hyderabad:

Executive – International & Domestic Ticketing - Mar 2004 - Nov 2004

Achievement:

Won 'BEST FIT–TEAM AWARD' (Twice-2015 & 2016), COX & KINGS, HYDERABAD

Won 'BEST OPERATIONS–TEAM AWARD' (2016), COX & KINGS, HYDERABAD

As a **Tour Manager** escorted MICE Groups to Singapore and Malaysia Thrice.

Strengths:

- ❖ Adaptability
- ❖ Passionate
- ❖ Smart Working
- ❖ Flexible to Work Independently and in Team
- ❖ Motivator with Good Interpersonal skills
- ❖ Very good at resolving any issues
- ❖ Enthusiastic and dedicated

Key Skills:

- ❖ Ability to work, build and leverage relationships at various levels
- ❖ Proven ability to drive and deliver results
- ❖ Creative with a passion to drive innovation and change
- ❖ Self-motivated with strong team management skills
- ❖ Proficient and well versed in Computer Applications and usage

Training and Certification's:

- ❖ Cox & Kings – Ezeego1 – CKGS – Managing Excellence Training from 21st – 22nd Jul 2016
- ❖ Cox & Kings - Product & Operations Training @ Aditya Park In, Hyderabad – Dec 2015
- ❖ Austrian Certified Travel Specialist – ACTS 2008, New Delhi – 1st Sep 2008
- ❖ Cox & Kings - Product & Ops Training @ Royal Palms Resort, Mumbai –Jan 2008
- ❖ Tourism Malaysia Certificate – 14th Nov 2007
- ❖ Tourism New Zealand's Certificate – 15th Nov 2007
- ❖ Cox and Kings - Product Training @ Kanval Resort, Mumbai – Dec 2006
- ❖ SOTC - Sales & Product Training held @ Vapi from 2nd – 7th Jan 2006.
- ❖ SOTC - Product Range and Systems Training held @ Lonavala from 3rd – 12th Jan 2005.

Conferences & Workshops:

- ❖ Attended Two-day Workshop on Managerial Skills @ Novotel, Mumbai Dec 2015
- ❖ Attended Three-day Workshop on Managerial Skills @ WTC, Mumbai Sep 2010
- ❖ Attended One-day Workshop on Selling Skills @ C&K Office, Mumbai Sep 2007

Languages known to speak, read and write:

- ❖ English, Hindi and Telugu
- ❖ French & German (Basics)

Personal Profile:

Name : **HARI PRASAD RAAMA**
Date of birth : 17-09-1968
Sex : Male
Marital Status : Married
Nationality : Indian
Interests : Passionate for Travel and interact with people
Hobbies : Reading Books, Listening Music & Watching Movies

References: Provided on request

This is to declare that the information given above is true to the best of my knowledge and belief.

Date: March, 2019
Place: Hyderabad



[**R. Hari Prasad**]