



Rudra Prasad De

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Career Overview:

Motivated & Responsible Hospitality Professional with Excellent Communication Skills demonstrated by over 20 Years Experience. Passionate for Tourism & Hospitality. Dedicated & Enthusiastic at finding new ways to Enhance Visitor's Experience & exploring New Market for Business Development. Proficiency in General Sales & Marketing, Partner-Relationship Building, MICE Sales, B2B Marketing.

Areas of Expertise:

- Tourism Product Selling in both B2B & B2C Platform.
- Hotel Rooms & Banquet Selling both Leisure & MICE Segment & Handling.
- Designing ITINERARIES & Destination Management.
- Product Development & Pricing.
- Customer Success, Service & Operational support.
- Partner – Relationship Building.
- Vendor Negotiation & Relationship Building.
- Skilled Contract Management.
- Group Escorting (MICE & Leisure).
- Crisis Management.

Work History:

July 2024 – Current



Fairlink Hospitality Pvt Ltd (Posting in New Delhi)

(A growing Hotel Management Company based in New Delhi, having Hotels & Resorts in Uttarakhand, Delhi & Amritsar)

Designation: **Assistant General Manager (Sales & Marketing)**

Job Responsibilities:

- **Direct Room Selling towards Leading Travel Agents, Event Planners & Corporates at New Delhi & around.**
- **To Support Junior Sales Team Members on their Day-to-Day Sales Activities on generating Business.**
- **Develop & Design Company's Product lines in a professional manner.**
- Business Projection & Planning.
- Support Reservation & Operation Team on Smooth File Handling.

September 2023 – May 2024



Orangepetal Hotels & Resorts Private Limited (Posting in New Delhi)

(A growing Hotel Management Company based in Kolkata, having Hotels & Homestays surrounded mostly in Eastern India)

Designation: **General Manager - Revenue (North)**

Job Responsibilities:

- **To promote Company Operated Hotels & Homestays (situated specially in the lesser-known destinations of North Bengal & Sikkim) in B2B Platform at Delhi.**
- **Support Sales Team of Kolkata on their Day-to-Day Sales Activities on generating Business.**
- **Business negotiation and Vendor contracting for Company's newly open Travel Unit Orangepetal Tourfinity.**
- **Develop & Design Company's Product lines in a professional manner.**
- Business Projection & Planning.
- Support Reservation & Operation Team on Smooth File Handling.
- To provide support on Office Administration & HR related work.

November 2022 – August 2023



Neptune Holidays Private Limited (Posted in Head Office, Kolkata)

(A Leading Wholesale Tour Operator (DMC) for Sikkim-Darjeeling, 7 Sister State States of North East & Bhutan based in Kolkata)

Designation: **Assistant General Manager (Sales)**

Job Responsibilities:

- **Overall Monitoring of In House Sales Team & Field Sales Executives in different Cities.**
- **Maintained PR with Travel Agents Partners Delhi & around to Develop Business in B2B Platform.**
- **Support In-house Sales Team on Converting general queries to Confirm Business.**
- **Business negotiation and contracting.**
- Support Reservation & Operation Team on Smooth File Handling.

August 2022 – October 2022



The Chariot Resort & Spa, Puri (Posted in Kolkata Sales Office)

(The biggest Resort in Puri with highest number of Rooms & Banquets)

Designation: **Sales Manager**

Job Responsibilities:

- **Direct Room Selling towards Corporate, HINs & Leading Travel Agents.**
- **Handling MICE Bookings (Residential Conferences & Social Events).**

April 2017 – August 2022



MAYFAIR
Hotels & Resorts

MAYFAIR Hotels & Resorts Limited (Posted at Regional Office East - Kolkata)

(One of the Leading, Renowned & most Luxury Chain of Hotels & Resorts in Eastern India)

Designation: **Assistant Manager, Sales**

Job Responsibilities:

- **Direct Room Selling towards Corporate, HNIs, FITs & Leading Travel Agents.**
- **Expertise in Room & Banquet Selling towards PSUs & Corporate (To generate MICE Business)**
- **Expertise in selling Social Events such as Wedding, Anniversaries, Birthdays etc.**
- Yearly Contracting & Selling Pre-Purchase Deals with Leading Travel Agents.
- **Yearly Contracting with Private Corporate.**

September 2014 – March 2017



TRAVEL & LEISURE

Golden Safar Travel & Leisure (a unit of Golden Safar Private Limited)

(A Professional Travel Agency in Kolkata. Specialized in MICE Tours & a B2B Tour Operator for Kolkata & around)

Designation: **Remunerated Partner**

Job Responsibilities:

- **Generating Business by Selling Company leased Budget Hotel at Puri at both Direct & OTA Platform.**
- **Enhanced Business by MICE Marketing towards Corporate Clients.**
- **Developed Business by Marketing Company owned Cars in B2B & Corporate Clients.**
- Standardized Package costs by negotiating pricing and fees with Company Vendors.
- **Escorted several MICE Groups & Looked after entire Operation of Individual Files.**

August 2006 – August 2014



A Tourism Consortium

Heat Travels & Tours (India) Private Limited (Posted in Kolkata)

(A Leading Wholesale Tour Operator (DMC) for Sikkim, Darjeeling & Bhutan based in Siliguri)

Designation: **Sr. Executive Tours** (Posted at Kolkata)

Job Responsibilities:

- **Maintained PR with Travel Agents Partners in Kolkata to Develop Business in B2B Platform.**
- **Designed New ITINERARIES on 'Destination Kolkata' to enrich Company Product Lines.**
- Provided high level of Customer Service on Operation of Every Individual File movement in Kolkata.
- **Business negotiation and contracting.**
- Running Single handed Company Branch Office in Kolkata.

August 2003 – July 2006



TRAVEL
BUREAU

Travel Bureau (Kolkata)

(One of the Leading Chain Inbound Tour Operator on B2B Platform based in Agra)

Designation: **Tour Executive** (Posted at Kolkata)

Job Responsibilities:

- Worked as Airport Representative.
- **Tour Escorting.**
- **Individual Client Handling.**
- Offered top quality activities.

Attained Professional Developments:

- 1) Attend **Management Workshop** organized by **TAAI** in Kolkata on June 2008.
- 2) Attend **ISO 9001:2000 Quality Management Training Program** organized by my Ex Company Heat Travel & Tour India Private Limited at Siliguri.
- 3) Attend Workshop on **Achieving Excellence in Customer Service** organized by TAAI at Learning Path (Kolkata) on June 2010.
- 4) Attend Workshop on **Telesales- The Art of Selling over the Phone** organized by TAAI at Learning Path (Kolkata) on July 2010.

Professional Qualification:

Master of Tourism Administration (Advance Post Graduate Diploma from MPTI India)

Academic Qualification:

Bachelor of Commerce from **University of Calcutta** (1999 to 2002)

Volunteer Work Experience:

Worked as Governing **Body Member** (from 2005 to 2014) & **Elected Treasurer** (for the Year 2011–2012 & 2012–2013) of **Tourism Theory & Practice Society**:
(A Socially Responsible & Service Industry Oriented Society. The Society had already published 24 issues of English Journal named **Tourism Theory & Practice** (ISSN: 0973-6611). The Journal deals with several unique topics on Tourism Studies).

Personal Details:

Father's Name : Mr. Rabin Kumar Dey
Date of Birth : 4th August 1979
Marital Status : Married
Nationality : Indian
Language known : English, Hindi, Bengali
Areas of Interests : Exploring new Destinations, Regular & Adventure Sports, Music & Cooking.

References:

- 1> **Mr. Nitin Sakunia** (Branch Head & Director **Travel Bureau**, Kolkata): (M) **9830093194**
- 2> **Mr. Bijay Mishra** (Ex. Senior Manager, Marketing & Operation, **Heat Travels**): (M) **8637505361**
- 3> **Mr. Binod Prasad** (Senior Manager, Marketing & Operation, **Heat Flexi Holidays**): (M) **9332086103**
- 4> **Mr. Suman Datta** (Ex. Managing Partner, **Golden Safar Travel & Leisure**): (M) **9903877022**
- 5> **Mr. Kalyan Mukerji** (Regional Manager - East, **MAYFAIR Hotels & Resorts Ltd**) (M) 9230192009
- 6> **Mr. Ravi Mohapatra** (Senior VP, **MAYFAIR Hotels & Resorts Ltd**): (M) **8598000777**
- 7> **Mr. Pradipta Mohapatra** (Ex. AVP - Sales & Marketing, **MAYFAIR Hotels & Resorts Ltd**) (M) **7008102141**
- 8> **Mr. Braja K Biswal** (Ex DGM - Sales, **The Chariot Resort & Spa**): (M) **9971139859**
- 9> **Mr. Indrajeet Ghosh** (Ex Sr. HR, **Neptune Holidays Pvt Ltd**): (M) **8972384769**
- 10> **Mr. Saugata Mukherjee** (Corporate GM – Sales & Revenue, **Orangepetal Hotels & Resorts Pvt Ltd**): (M) **8240065425**

Declaration

I certified that the information furnished by me above is correct to the best of my knowledge & believe.

Signature:

Rudra Prasad De

Date: 2nd December 2024

Place: **New Delhi**