

MANMOHAN SINGH

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CARRIER OBJECTIVE

Over 12 years of progressive experience improving business processes, increasing revenue and retaining loyal customers in multiple locations. Strengths include financial administration, Team leadership. Skilled Sr.Manager with demonstrated success in coordinating team and financial activities. To be a successful Sr.Manager have a strong working knowledge of travel management processes and excellent attention to detail. Friendly and adaptable professional with remarkable leadership and program management skills. Smart professional with talents in planning, budgeting and forecasting. • Expert Or Taking Care of (PAN INDIA)Domestic Sales Part, Includes :- South East Asia DUBAI , MALDIVES , SINGAPORE , MALAYSIA , VIETNAM , THAILAND ,BALI

Skills

Sales professional

Relationship building and management

Cash handling expertise

Collections

Staff Training

Customer service awareness

Product training

Financial Advising

Goals and performance

Team Player

Work History

Sales Head

UrjaBox Power Technologies Pvt. Ltd , Delhi (2023 – 2024)

Urja Box Power Technologies Private Limited (Powerbank rental services) Powerbank rental services are a convenient solution for people who need to recharge their mobile devices while on the go. These services provide rentable powerbanks (portable battery chargers) that users can borrow and return at various locations.(Hotels , Hospitals , Cafes , Restaurants)

- Create and execute a strategic sales plan that expands our customer base and extends the company's global reach
- Meet with potential clients and grow long-lasting relationships that address their needs
- Recruit sales representatives, set objectives, train and coach them, and monitor their performance
- Identify knowledge gaps within the team and develop plans for filling them
- Ensure that company quotas are met by holding daily check-ins with sales team to set objectives and monitor progress
- Manage the month-end and year-end close processes Handling of all Sales & Marketing Part
- Leadership and organizational abilities
- Mapping new Channel Partners with Organization.
- Set Monthly Targets
- Managing whole Operations, Sales

Work History

Sr. MANAGER

Customizetrip, Delhi (2015 - 2023)

- Handling of 35-40 Agents Team
- **Expert Or Taking Care of (PAN INDIA)Domestic Sales Part, Includes :- South East Asia DUBAI , MALDIVES , SINGAPORE , MALAYSIA , VIETNAM , THAILAND ,BALI**
- Maintaining positive relationships with vendors of direct travel, such as car rentals, hotels, and airlines.
- Handling B2B Part & Negotiating preferred rates with vendors of direct travel
- Track all complaints & initiate corrective action, where required.
- Directed work of efficient administrative team maintaining accurate sales, inventory and documentation
- Make sure all employees adhere to company's policies and guidelines
- Managed order cycle to enhance business development and maintain sustainability and customer Satisfaction.
- Leadership and organizational abilities
- Consistently serviced accounts to maintain active contacts and continuously promote profitable offerings.
- Problem-solving attitude LIKE Chargeback , or Any Kind of Dispute
- Coordinate With team to sanction the cases.
- Mapping new Channel Partners with Organization.
- Set Monthly Targets
- Managing whole Operations, Sales

Makemytrip Senior Sales Representative

Process Makemytrip india PVT LTD (2011 - 2015)

- Handling the Team of 15-20 Agents
- Organizing travels from beginning to end, including tickets, accommodation & transportation
- Handling enquiries for flights, Hotels, Car hire, transfers and other groundarrangements
- Handle & resolve all customer queries & complaints.
- Increase revenue by implementing effective sales strategies in sales cycle process from prospecting leads through close.
- Achieved sales goals and service targets by cultivating and securing new customer relationships.
- Managing and processing all travel-related documentation, including payments, itineraries, medical, and legal forms.
- Assisting with any travel-related issues that may arise
- Monitored, followed-up and escalated cases to meet customer response commitments
- Generated new business and referral clients in partnership with New Customers
- Handling customers complains or refunds & Providing fantastic customer service at alltimes
- Excellent communication, interpersonal and Negotiable skills
- Basic understanding of Geography.

PERSONAL INFORMATION

Date of Birth : 22-12-1986

Father's name : Manmohan Singh

Nationality : Indian

Marital Status : Married

Hobbies : Cricket & travelling

Strengths : Self-motivated, hardworking, quick learner, good communication and negotiation skills,team player, ready to accept new challenges, and able to take quick decisions.

Permanent Add: H No 389/5 Govindpuri, Kalkaji, New Delhi 110019

Education

Graduate: BA PASS

MONAD UNIVERSITY - MONAD UNIVERSITY (2015)

(Manmohan Singh)

Date:

Place: