

Sagar Kumar

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19/211, 04th Floor Sarai Basti Shastri Nagar, Delhi,

Delhi 110035

PROFESSIONAL SUMMARY

- Dynamic communicator who consistently exceeds goals and company expectations.
- Client-focused Sales Representative providing solutions to customers. Solid understanding of travel and tourism products.
- Motivated leader with solid experience managing all levels of mid-scale projects, including budgeting and promotions.

SKILLS

- Product development
- Market analysis
- Strategic planning
- Staff management
- Campaign management
- Client Communication
- Brand development
- Team leadership

WORK HISTORY

SENIOR EXECUTIVE OPERATION

11/2019 to CURRENT

Pragati India Holidays Pvt Ltd. | New Delhi, Delhi

- Captured new customers by optimizing business strategies
- Arrange accommodations according to the customer specification.
- Worked closely with all product development departments to create and maintain marketing materials for sales presentations and client meetings.
- Considered business demands and customer preferences when developing pricing structures and marketing plans.
- Enhanced profitability to achieve marketing objectives and drive productivity and growth from concept to implementation.
- Responsible for hotel booking and rental car reservations.
- Arrange accommodations according to the customer specification.
- Handle all telephonic enquiries.
- Prepare cost effective travel plans and provide excellent customer services.

SENIOR EXECUTIVE OPERATION

12/2016 to 11/2019

Sapphire Ventures | New Delhi, Delhi

- ▣ Making tour program, tailor made itinerary's and customize itinerary's.
- ▣ Meeting clients and explaining them the domestic tours details and budget.
- ▣ Taking care of the last moment quick fix issues.
- ▣ keeping the clients and higher management updated about the progress of work.
- ▣ Arranging transportation and travel arrangement.

EDUCATION

Basic Knowledge of Computer(MS Office, Excel, Word)

10th Passed From CBSE Board

12th Passed From CBSE Board

Pursuing Graduation (BA 3rd Year) from Delhi University

CERTIFICATIONS

- ▣ Knowledge of Computer (MS Office, Word, Excel).

HOBBIES

- ▣ Trekking & Traveling
- ▣ Surfing