

VRUSHALI KHAMKAR

vrush2020@gmail.com | 9404084258 | 126/2A Wedant A wing SNBP School Road 40 Feet Manjari BK Pune 412307

PROFESSIONAL SUMMARY

Organized and dependable candidate successful at managing multiple priorities with a positive attitude. Willingness to take on added responsibilities to meet team goals. To seek and maintain full-time position that offers professional challenges utilizing interpersonal skills, excellent time management and problem-solving skills.

ACCOMPLISHMENTS

- Used Microsoft Excel to develop inventory tracking spreadsheets.
- I had prepared so many different types of destination presentation and present at different organization
- I had handled so may Exhibitions like Sakal travel Expo or TTF etc.
- I have an experience to handle all type of work from this Industry

SKILLS

- Discount Rate Requirements
- Presentation Delivery
- Closing Techniques
- Presenting at Conferences
- New Business Opportunities
- Account and Territory Management
- Sales Leadership
- Sales and Marketing
- Staff Training
- Staff Meetings
- Guest Relations
- Motivational Leadership
- Program Monitoring

WORK HISTORY

SALES OPERATIONAL MANAGER AND TOUR MANAGER 7 YEAR EXPERIENCE IN B G TOURS AND TRAVELS

- Exceeded sales quotas and increased profitability through effective sales strategy and business planning.
- Implemented systems and procedures to increase sales.
- Managed revenue models, process flows, operations support and customer engagement strategies.
- Built relationships with customers and community to establish long-term business growth.
- Maintained financial controls, planned business operations and control expenses while identifying and pursuing opportunities to grow business operations and boost profits.
- Held one-on-one meetings with sales team members to identify selling hurdles and offered insight into best remedy.
- Prepared sales presentations for clients showing success and credibility of products.
- Organized promotional events and interacted with community to increase sales volume.
- Delivered recommendations to long-term accounts to promote brand awareness to key audience.
- Developed compelling presentation decks to gain approval for ideas and communicate results.
- Increased sales volume and expanded product line to new retailers, warehouse clubs and natural food chains.

EDUCATION

- ❖ SSC MAHARASHTRA BOARD Shrigonda 2008
- ❖ DIPLOMA IN COMPUTER ENGG Govt.Poly Aurangabad 2011
- ❖ BACHELOR OF ENGINEERING JSPM Wagholi Pune 2016

ADDITIONAL INFORMATION

- **Computer Knowledge:** Internet surfing, PowerPoint presentation, Microsoft Excel, Canva, Facebook Marketing, Instagram Marketing
- **Hobbies:** Cooking Veg food, Travelling, Cycling, Trekking, Reading Inspiration book
- **Languages known:** Marathi, Hindi, English

DESTINATION I HAD VISITED

- All over in India
- Uttaranchal for Chardham Yatra
- Himachal
- Madhya Pradesh
- Rajasthan
- Goa
- Kerala & Kanyakumari
- Coastal Karnataka
- Bangalore - Mysore - Ooty - Kodaikanal - Madurai
- Delhi - Agra - Jaipur
- Lakshadweep
- Bhutan
- Sri Lanka
- Dubai
- Egypt
- Maldives
- Costa Cruise
- M V Kavaratti Cruise

Yours's Faithfully

Vrushali Sachin Khamkar