**RAJESH**

**Personal Details**

Gender: MALE

Nationality: India

Marital Status: Married

Date of Birth: 17 February 1974

E-Mail: rajesh.368958@2freemail.com

Best time to call: Any Time

***Industry professional with 18 years of experience in Travel/ Car Rental/ Transport Services, Business Expansion, Customer Relationship Management and Team Leadership, seeking challenging opportunity to work in a senior management position with reputed organizations***

**SUMMARY**

* Industry professional with 18 years of experience in Travel/ Car Rental/ Transport Services, Business Expansion, Customer Relationship Management and Team Leadership
* Result- oriented executive with in-depth insights in areas of Sales  Operations, Marketing and Business Development, KAM, creating high value for the company
* Proven track record of formulating robust Business Strategies and implementing them through Direct Sales initiatives and leveraging all leads and business opportunities to expand the client base
* In depth knowledge of Surface/ Air Cargo/Courier Business and /Operations as well about Car Rental Operations /Software/Sourcing /Chauffeur and Self-drive Products/ 5 & 7 Hotel Travel Services
* Highly proficient in all Travel Related Operations, Air Ticketing, Leisure package Tours, Software, Sourcing & Services
* Successful in drawing up robust plans and strategies and executing them with speed and quality
* Adept at performing functions related to Key Account Management including healthy relationship development and new customer acquisition to increase revenues and create repeat business
* Tracking Market situation, analyzing competition and accordingly strategizing promotion and pricing policies
* Proficient in inter and intra-departmental coordination to ensure smooth operations in
* Efficiency in generating pre-defined Sales Volumes, Revenues and Profitability numbers through effective management and coordination of sales teams
* Effective leadership skills with excellent communication and negotiation skills complemented by an ability to drive operations  through a large team to the fullest capacity

**EDUCATION**

* Advanced P G Diploma in Global Sales & Marketing Management (Global Sales & Marketing): NIS
* Advanced Diploma in Airline & Travel Management (Air ticketing, Amadeus): Institute of Airlines & Travel Agencies
* Bachelor of Arts in English Literature from Calicut University

**WORK EXPERIENCE**

**Travel Dynamics India Pvt Ltd: Chennai                                                                                November 2014 to till date**

**Branch Manager / Reporting to Director and Managing Chennai Branch**

* In charge of Travel Services/Car Rental Business at Chennai: Overall management and execution of strategies to achieve profitable growth.
* Drive Branch operations and build a Team to maximize sales revenues and meet corporate objectives
* Develop Business plans and sales strategy to ensure attainment of company sales goals and profitability
* Fleet Management, HR management and vendor management
* Credit control and drive collections ensuring revenue flow
* Creates assists and conducts proposal presentations and RFP responses
* Reviewing progress of sales and productivity
* Liasioning with all Key Accounts and networking with influential stakeholders
* Control expenses to meet budget guidelines

**Key Achievements:**

* Turnover increased to four folds in Two Years

**International Travel House Ltd, Chennai                                                                       Feb 2009 to Oct 2014**

**Branch Manager** / **Reporting to General Manager and Managing Chennai Branch**

* In charge of Car Rental Business at Chennai: Overall management and execution of strategies to achieve profitable growth.
* Drive Branch operations and motivate the sales teams to maximize sales revenues and meet corporate objectives.
* Coordinate across departments and ensure all  processes are within timelines and as per company policy
* Fleet Management, HR management and vendor management
* Credit control and drive collections ensuring revenue flow
* Building and enabling sales and support teams driving activities as per seasonality and promotional activity
* Reviewing progress of sales and productivity
* Liasioning with all Key Accounts and networking with influential stakeholders
* Understanding and handling competitive strategies

**Key Achievements:**

* Recognized for leading the branch for five years to new heights with 100% dedication
* Turnover increased to three folds in Five Years.
* Consistently recorded profitable growth in Business Turnover for all financial years

**International Travel House Lt, Bangalore                                                                               Feb 2003 to Jan 2009**

**Asst. Branch Manager** / **Reported to the Branch Manager and Assisted Branch operations**

* Key contribution in day to day branch operations and managed all sales-related and marketing activities
* Oversaw customers feedback and service recovery
* Tracked market development and handling competitive strategies
* Developed and implemented effective advertising and sales promotions plans
* Performance management and staff discipline

**Key Achievements:**

* Recognized for key contribution in leading the branch to achieve the Highest Turnover and profit margins among all branches in the country
* Appreciated for smooth coordination with all departments to ensure overall performance of the unit
* Immense contribution in motivating the staff to achieve highest Growth rate of the branch

**Sr.Executive - Major Accounts: GATI Ltd: Bangalore Aug 1998 to Jan 2003**

* Key player in the Branch achieving Best Branch award for Highest Sales performance in the year 1999-2000
* Key contribution in the Branch achieving special award for Highest Growth rate(33%) for the year 2000-2001
* Developed 5 Major Customers contributing 27% of additional business for the year 2001-2002

**Sales Executive: Udaya Plastics: Thrissur Jun 1995 to May 1997**

* Ensured business expansion by developing a vast Network of Retailers
* Doubled the client base

**MAJOR ACHIEVEMENTS**

* Recognized for leading the branch for five years to new heights with 100% dedication, International Travel House Ltd
* Turnover increased to three folds in Five Years.,  International Travel House Ltd
* Consistently recorded profitable growth in Business Turnover for all financial years., International Travel House Ltd
* Appreciated for smooth coordination with all departments to ensure overall performance of the unit

**SKILL SET**

|  |  |  |
| --- | --- | --- |
| ➥    Branch/ Profit Centre Management | ➥    Market Intelligence | ➥    Client Retention |
| ➥    P&L Management | ➥    Liaison & Networking | ➥    Competitor& Market Analysis |
| ➥    Business Development | ➥    Customer service | ➥    MIS, Reports & Reviews |
| ➥    Collection and Revenue Flow | ➥    Problem solving | ➥    Promotional Activity |
| ➥    Credit Control | ➥    Business partner relationships | ➥    HR Management |
| ➥    Vendor Management | * Training
 |  |

**AVAILABILITY**

* Planning to relocate immediately

**LANGUAGE SKILLS**

* Proficient in English

***References available on request***