

Om Prakash Singh

Mobile: +91 9999746119

E-mail: omprakashsingh67@gmail.com



Professional Summary

- A competent professional with approx. 9 years of experience in International/ Domestic Sales and Marketing.
- Proficient in customer interactions/Relationship Management and time bound execution of tasks.
- Good written and oral communication and problem-solving skills.
- Post Sales Services
- A consistent performer.
- Business development through camping, Road shows, Promotion in corporate offices and promotion offered by Tourism Boards of difference countries/States.

Skills

- I. Sales and Marketing
- II. Team management
- III. Business development
- IV. Problem solver
- V. Driving sales And Revenue Generation.

Work History

MakeMyTrip.com Pvt Ltd.

From (15th OCT 2012) to Present (30th Jun 2020)

India's leading E – commerce company with diversified online products, Top 10 Great Places to Work (awarded by GPTW)

Designation

- i) Assistant Manager (April 18 till Present-**Managing Team Targets**)
- ii) Travel Specialist – (Senior Executive-**Individual Targets**) (Apr'13 – May 18)
- iii) Travel Planner – (Executive-**Individual Targets**) (Oct'12 – March'13)

Colorful Vacations Pvt. Ltd.

From (2nd JAN 2011) to till (13th OCT 2012)

Colorful Vacations Pvt. Ltd. Is counted among best tour & travel packages provider for International and Domestic Packages.

Designation

- I) Executive – 02nd JAN 15 to 13th OCT 15

Education

MBA (Full Time) in Tourism Management from IITTM (2009-2011)

BBA (Full Time) from Lucknow University (IMS 2006 – 2009)

Senior Secondary (XII) from Central Board of Secondary Education

Accomplishments

- Handling Corporate Queries (Given Presentations and Meeting Customer in person)
- Handling Retail Team and driving sales with respect to team targets
- Training and assisting sales team with product and process of the organization
- Successfully handled Australia Group of 67 Doctors from UP.
- Successfully handled another Group of Spain of 160 Doctors from Agra
- Successfully handled a Group of 70 Passengers one of the leading Cable operators in Delhi and Gurgaon to Thailand.
- Successfully handled a Group of 25 Professors of IIM Kolkata to Europe.
- Successfully handled a Group of 50 Passengers to Iceland.
- Successfully handled a Group of 30 Passengers to Greece.
- Successfully handled a Group of 50 Passengers to New Zealand
- Successfully handled a group of 60 passengers to Japan
- Walk in clients
- Holistically handling Flight queries via Amadeus
- Managing Long Haul destinations (Europe, Australia, New Zealand, USA etc.) And Little bit short haul destinations (South East Asia)
- End to end package creation for clients and ensuring 100 % customer satisfaction
- Driving sales by different modes and suggesting packages as per client's needs.
- Driving sales by group queries.
- Client relationship management.
- Managing contracting with suppliers for customized packages after negotiations
- Have overall knowledge of Short haul and Long-haul Products
- Flight Operation

Certifications

1. Received rising star award for overachieving the targets in my current company (Feb'14)
2. Received rising star award for overachieving the targets in my current company (Dec'15)
3. Received rising star award for overachieving the targets in my current company (Feb'13)
4. Received rising star award for overachieving the targets in my current company (June'15)
5. Received rising star award for overachieving the targets in my current company (July'15)
6. Received rising star award for overachieving the targets in my current company (Sep'15)
- 7.FAM trip to China basis excellent performance. Sponsored by MMT and awarded only to 5 % of the workforce.
- 8.FAM Trip to Europe basis excellent performance. Will sponsoring by MMT and awarded only 2 Person on the workforce
- 9.Certified Aussie Specialist.
- 10.FAM trip to Australia basis excellent performance and travelled as a tour manager for the group.
- 11.FAM trip to Europe basis of excellent performance and travelled.

Personal details

Gender	Male
Date of Birth	10 th JAN 1988
Languages Known	Hindi and English

