**RESUME**

**Harsh Vajpai**

Permanent Address: Tulsi Colony, Laxman Taliya,

Behind Jail, Morena – 476001 (M.P.)

Email:harshvajpai1@gmail.com Mobile: +91 8602607194

**Career Objective**  A result oriented with professional experience in operations & services. A Keen learner with the ability to adapt cross culture workforce. Well equipped with knowledge of domestic & International tourism destination. A self-motivated individual with multitasking ability with positive work ethic with good interpersonal skills.

**Academic Qualification**

|  |  |  |  |
| --- | --- | --- | --- |
| **Exam / Degree** | **Specialization/Board** | **Institute/University** | **Year** |
| PGDM | PGDM-IB | Indian Institute of Tourism & Travel Management | 2015 |
| Graduation | B.C.A | Maharishi Mahesh Yogi Vedic Vishwavidyalaya | 2013 |
| 12th | MP Board | G.H.R.S.School | 2010 |
| 10th | MP Board | School For Excellence | 2008 |

**Work Experience**

**Travel Consultant :- B2B Operations**

**B2B Hospitality India (20th March 2015 - 02ndAugust 2015)**

**Key Responsibilities :-**

* Expertise in Hotel Booking
* Objection handling, Comparison of quotes and rate negotiations with the agents or Hotel
* Coordinating with the clients and following up

**Senior Travel Consultant :- B2B MICE Operations**

**Nest Leisure Services Pvt Ltd. (04th August 2015 - 21st July 2016)**

**Key Responsibilities:-**

* Extracting the required information from the client related to the tour
* Responsible for Hotel Contracting and Travel Product across Pan India relate to MICE
* Preparing Proposals and price quotes for client & cost negotiation with vendor to get the best rates to increase the Gross Profit Margin on File.
* Making Itineraries for all the destination as per MICE requirement for Domestic market
* Interaction and coordination with suppliers, hotels and agents for all contracting related works
* Handling the Corporates Tours as a Tour Leader
* Working with my team to provide the best satisfaction to the Clients.

**Manager :- B2B, B2C Outbound Operations**

**Just Travel (21stAugust 2016 - 30th July 2018)**

**Key Responsibilities:-**

* Lead Generation through Agents, Google Ad words, Emails & references
* Finding the Suitable Travel DMC
* Destination Management
* Preparing Packages
* Ensuring Customer Satisfaction
* Preparing Proposals and price quotes for client & cost negotiation with DMC and vendor to get the best rates to increase the Gross Profit Margin on File.
* Coordinating with clients and Operation terms post closure of sales
* Allocating of the queries to the suitable employee based on their performance
* At the end of the day evaluating each employee’s performance based on the task allocated to them.

**Manager :- B2B, B2C MICE & Outbound Operations**

**Apreciar International Tours Pvt Ltd. (30th August 2018 - Present)**

Joined this start up when it started its operation. Through sheer efforts and favorable market opportunities my team increases to 20 members from 02 members at the start

**Key Responsibilities:-**

* Lead Generation through Agents, Google Ad words, Emails & references
* Finding the Suitable Travel DMC
* Destination Management
* Preparing Packages
* Ensuring Customer Satisfaction
* Preparing Proposals and price quotes for client & cost negotiation with DMC and vendor to get the best rates to increase the Gross Profit Margin on File.
* Coordinating with clients and Operation terms post closure of sales
* Allocating of the queries to the suitable employee based on their performance
* At the end of the day evaluating each employee’s performance based on the task allocated to them.

**Industrial Exposure**

* Handled corporate tour of 50 pax in Laxmi Vilas Palace- Udaipur, Raj.
* Arranged conference of 45 pax at Vivanta by Taj in Surajkund
* Handled corporate tour in Champak Bungalow – Panchmari.
* Handled corporate tour of 30 pax in Leonia Holistic Destination- Hyderabad.
* Arranged Conference of 40 Pax at Lemon Tree Tarudhan Valley in Manesar.
* Arranged Conference of 30 Pax at Lemon Tree Tarudhan Valley in Manesar.
* Handled Corporate tour of 26 Pax in Windflower Resort – Bandipur
* Handled Corporate tour of 48 Pax in Hotel Planet Hollywood Beach Resort – Goa
* Handled Corporate tour of 28 Pax in Himalayan Eco Lodge – Sursingdhar (New Tehri)

**Personal Skills**

* Destination Knowledge ( Dubai, Singapore, Thailand, Malaysia, Maldives, Mauritius & India )
* MS Office, MS Power Point, MS Excel
* Adaptability
* Reliabiity
* Leadership Quality
* Supportive and Hardworking
* Self-confident & Self -motivated
* Result Driven
* Team Work

**Extra - Curricular Activities**

* Actively participated in Cricket Tournaments.
* Actively participated in Volleyball Tournaments.
* Participated in the Director’s Conclave- 2014 at IITTM, Gwalior
* Participated in ‘WORLD TOURISM DAY-2013’ celebration at IITTM, Gwalior

**Hobbies**

* Travelling
* Listening Music
* Playing Cricket
* Watching Movies

**Personal Details**

Date of Birth : 15th October 1992

Language’s known : English & Hindi

Father’s Name : Shri Dinesh Kumar Vajpai

Mother’s Name : Smt. Saraswati Vajpai

Permanent Address : Tulsi Colony, Laxman Taliya, Behind Jail, Morena-476001(M.P.)

**Reference**

Ms. Rashmi, Manager Operations, B2B Hospitality India ( 8527941114, 9560036135 )

Mr. Kumar Satyaveer, Manager , Nest Leisure Services Pvt. Ltd. ( 8467823355)

Mr. Brijmohan , Owner , Just Travel ( 8878382228)

Mr. Rishu Tiwari, Director , Apreciar International Tours Pvt Ltd. ( 8827767855)

**Declaration:**

Hereby confirm that the information above is correct to the best of my Knowledge.

Date:

Place: Morena (Harsh Vajpai)