**SUSANKAR BOWRI**

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**Summary**

Experienced for more than 6 year in aspects travel, tourism, & hospitality for corporate, leisure, and group client. Excellent communication and facilitation skill, qualified with travel & Tourism educational background, Strong holiday product selling skill & customer service skill with ability to diffuse difficult situation, proficient in Microsoft office.

**Professional Experience**

* Worked as sales Executive at Kuoni travel India Pvt .Ltd (SOTC) (May 2008 to June 2009)
* Worked as senior sales Executive at Kuoni travel India Pvt.Ltd (SOTC) (June 2008 to Mar 2011)
* Worked as Branch Incharge at Kuoni travel India Pvt.Ltd (SOTC) (April 2011 to Nov 2012)
* Worked as Assistant sales manager at Lushescapes tourism (Nov 2012 to July 2014)
* Working as senior leisure consultant at Al reyami travel & tourism (Sept 2014 till date)

**Core Compentencies**

* Holiday product selling
* Marketing & Promotion
* Client & vendor relation
* Operation & Service
* Team supervising

**Professional Qualification**

Full time 3 years Degree Course In Travel & Tourism Indian Institute of Tourism & travel Management (India)

**(Under ministry of tourism Govt. of India)**

**Academic qualification**

* Passed AISSE with CBSE Board (Delhi) from Doon Public School in 2002
* Passed AISSCE from CBSE Board (Delhi) from Doon Public School in 2006
* Completed Graduation in Bachelor in Travel & tourism Management in 2009

**Personal Detail**

* Date of Birth : 19-02-1985
* Nationality : Indian
* Marital Status : Single
* Passport No : J573575
* Passport Validity : 10-09-2022
* Visa Status : Residence Visa

**Industry Experience Details**

##### Kuoni Travel India Pvt. Ltd. (May 2008 till November 2012) Bhubaneswar, Orissa, India

##### Designation : Branch In charge/Senior Executive / Sales Executive

**Responsibilities:**

* Headed a team of 4, to Achieve sales of the Organization & check the service issue of the client
* Regularly keep a track on the sales to achieve the overall sales target.
* Promote the brochure group product with travel agent & Corporate
* Create relationship with travel agent to ensure regular smooth sales of existing product
* Regular visit to corporate to cater their individual Holiday requirement.
* Quarterly attend sales projection meeting
* Effectively planning for promoting upcoming products
* Attending the retail walk in customer
* Achieving the sales target
* Creating itineraries & Group quote & Individual quote
* Regular corporate visit to cater their holiday needs
* Liasoning with head office with product team to follow up for quotation

**Lushescapes Tourism & Recreation Consultants LLC (Nov 2012 till July 2014) Dubai, UAE**

##### Designation : Assistant Sales Manager

**Responsibilities:**

* Effectively plan, price and sell Outbound, Inbound, individual & group holidays.
* Communicating with overseas supplier to create, develop & confirm product & services
* Led a team of client service executives in order to meet sales & service targets.
* Learning about the organisation's products/services & keeping up to date with change.
* Liaise with partners to create attractive offers & travel products for all existing clients.
* Provide  project support, event organization & prepare all marketing &sales material
* Liaise with advertising agencies to design, develop & execute marketing campaigns.

**Al Reyami Travel & Tourism (Sep 2014 to till date) Dubai, UAE**

Designation : Senior Leisure Consultant

**Responsibilities:**

* Handling corporate & retail inquiry
* Converting the inquiry into actual sales for both corporate & Retail leads
* Selling outbound Al Reyami Holiday Product
* Communicating with overseas supplier to create & develop Holiday Product
* Handling sales & operation of corporate Groups
* Managing the MICE operation
* Maintaining & Reporting Daily Sales report

**Other Experience**

* Escorted a group of 50 pax to Kenya safari
* Escorted a group of 30 pax to Turkey
* Escorted a group of 35 passenger to Oman –Costa Neo Riviera Cruise

**Declaration**

I hereby declare that the above details furnished by me are true to the best of my knowledge.