

Contact

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www.linkedin.com/in/rahul-gupta-985ba481 (LinkedIn)

Top Skills

Holiday Packages

Travel & Tourism

Sales Operations

Languages

Hindi

English

Honor-Award

Awarded with "Star Performer of the Month" many times

Certification

-Personality Development Issuing
Authority British Council, New
Delhi, India

-Delhi Math's Olympiad Issuing
Authority Regional Mathematics
Olympiad

Personal Details

Father' Name : Mr. Vinod Gupta

DOB : 12/06/1991

Sex : Male

Marital Status : Single

Current Address : RZ- 27 A, Gali
No-1, Nasirpur Road, Durga Park,
New Delhi-110045.

Rahul Gupta

Inbound Operations

West Delhi, Delhi, India

Summary

Corporate Accommodation, B2B Sales, MICE, Domestic & International Air Ticketing, Hotel Bookings, Tour Packages, Foreign Exchange, Travel Insurance etc.

Experience

Ritco Travels and Tours Pvt. Ltd.

Operations Exe.

March 2017 – Jan 2019

New Delhi Area, India

Roles & Responsibilities:

- Arranging corporate accommodation & conferences facility at different locations on PAN India basis as per our corporate's requirement.
- Negotiating with B2B Travel agents and match the rates with vendors as per given budget.
- Customize & Handle MICE Bookings.
- Deliver excellent customer service at all times ensuring comfort & safety.
- Maintain effective & smooth communication at all times among the hotel management and company official.

The Bird Group

Holiday Expert

July 2016 - February 2017

Gurgaon, Haryana, India

Roles & Responsibilities:

- Handle incoming/outgoing web requests from the Clients.
- Communicate effectively & professionally with Generic & Behavioral Skills
- Holiday packages booking.

Zye Technologies

Assistant Sales Manager

August 2014 - June 2016

New Delhi, Delhi, India

Roles & Responsibilities:

1. Participate in formulating the product presentation.
2. Maintain MIS and communicate with other department.
3. Assist to and execute the promotion for company's brand and the core product
4. Responsible for the customer feedback and complaint.

Serco - a world of experience

Sales Executive

October 2013 - August 2014

South Delhi, Delhi, India

Roles & Responsibilities:

1. Lead Generation
2. Understanding the client requirement
3. Liaise between the client and the technical team
4. Presentation, preparing technical and commercial proposals
5. Negotiation on pricing
6. Corporate Sales
7. Handling Leads & Client Acquisition

Education

Uttar Pradesh Technical University

Bachelor of Technology (B.Tech.), Mechanical Engineering · (2009 - 2013)