

CURRICULUM VITAE

Name : pankaj pokhriyal

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Career Objective

With sound technical competency and innovative conceptual ability my aspiration is to build a career in the field of Planning, Business Development, Sales, Marketing, Estimation, Designing, Strategizing and execution.

Expertise

New market development, sales & marketing, Negotiation & Conflict Management, Planning & Strategy, Trade Promotion, Visibility Drive, Key account management & team management

Profile Summary

6+ years of experience in Business Development Across North India; with focus on Sales & Marketing, key account handling .expertise in domestic travel /domestic hotel booking . itinerary building and client handling .New Delhi. Self-starter, strong analytical capabilities, quick learner, problem solver & possess organizational abilities.

Organizations

- marketing sales in AH HOLIDAYS UTTARAKHAND 3 YEARS
- made my own startup in same field of tourism in year 2016 to 2018 dec

Key Strength

Business Development/Marketing
Data Mining and Analysis
Channel Management
People Management

Work Experience

Organization : achanak holidays pvt ltd
Job Role : Area Sales Manager
Duration : From july 2012 onwards {Till Sep 15 in deheradun}

Key Responsibilities:

Handling clients for group travel such as school group ,collages groups , corporate clients . and clients for char dham yatra. helping operation team in getting local support / suppliers whenever needed . with the team of 2 sales executives and one operation manager

Key Ach:

- maintained sales with a constant growth every year
- 100% client satisfaction ratio
- revenue growth by 90% within the given geography
- 40% growth in clients in the work tenure every year

Organization : luxury travelicious
Job Role : prop.
Duration : From nov 2015 to dec 2018

Key Responsibilities:

started my own proprietorship firm and started working sales and marketing with a operation manager

Key Ach: with self marketing made a good no of client and managed them till now . i was handling a motivated team of 4 members who were working in all respective fields as per their expertise . and marked a growth of 90% in three marked years .

Academia

pursuing MBA from sikkim manipal university (2019)

- B.com. From H.N.B. Garhwal University
- Intermediate from CBSE
- High School from ICSE.

Hobbies

- Photography
- trekking
- Traveling, Cooking
- Writing, Research work
- Networking with people

Personal Forte

Father's name	: mr narendra pokhriyal
Date of Birth	: 1 st april 1992
Permanent Address	: patel marg, garge road kotdwara pauri garhwal(246149)
Languages known	: Hindi, Englishx

Place:

Date: (pankaj pokhriyal)