


PROFESSIONAL PROFILE

Travel professional with 15+ Years of experience in Travel & Tourism Industry in Product development, Operations, Vendor sourcing, Contracting & negotiations, Client Relationship Management, etc.

Extensive knowledge of Online & Offline Tours & Travels in Middle East & India.

Name	Rajesh Vasantryao	
Qualification	MBA – International Business	
Date of Birth	04 th January, Goa, India	
UAE Experience	15+ years in inbound & outbound tours	
UAE Visa Status	Visit Visa – Validity 18 th October 2019	
UAE Driving License	Validity – 07 th April 2022	
Contact No	+97152-1645899	
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UAE EXPEREINCE - SUMMERY

01	Water World Tourism LLC	Sales & Support Manager (Details on Next Page)	5 Years
02	www.rezlive.com	Sales & Support Manager (Details on Next Page)	5 Years
03	World Best Tourism LLC	Operation Manager	1 Year
04	Sun & Sky Tourism LLC	Operation Manager	1 Year
05	Sachinam Overseas Tourism	Branch In-Charge	3 Years
06	Sona Tourism LLC	Asst. Marketing Managing	3 Years

EDUCATION & CERTIFICATIONS

01	MBA	Nehru Institute of Business Mgmt.	1997
02	B.Com	Gujarat University, Ahmedabad.	1994
03	HSC	Central School, Ahmedabad.	1991
04	AMAEDUES	AMAEDUES, Ahmedabad	2006
05	DCA	H.K.College, Ahmedabad	1994
06	Web Designing	Hitarth Consaltants, Ahmedabad	1996
07	MCSE	Babool Technologies Pvt.Ltd	1998
08	Hardware Engineering	Capricorn Computer, Ahmedabad	2000

OVERALL WORK PROFILE

01. Formulating and setting up operations for achievement of organizational goals
02. Have successfully set up offices in DUBAI & RAK. Experience in managing branch operations.
03. Sourcing & identifying suppliers and negotiating rates with them for short & long term basis.
04. Handling FIT and Adhoc closed groups operations.
05. Helping in web designing. Thorough knowledge of Online, offline and UAE Visa formalities.
06. Facilitating product development initiatives involving mapping of business requirements and in depth evaluation of customer feedback to carry out modifications in product attributes.
07. Analyzing latest marketing trends and tracking competitor’s activities and providing valuable inputs for business strategies.
08. Conducting Training programs for counter staff and travel agents.
09. Travelled to UK, Singapore, Malaysia, Thailand, Dubai, HongKong, Sri Lanka.
10. Have attended International Travel Trade fairs like ATM, WTM, SATTE & Many More Business Road shows.

STRENGHTS

Good Communication Skills, Inherent Leadership Qualities, Technically Sound, Pleasing Personality.

LAST TWO EXPERIENCE WITH JOB PROFILE

MARCH 2014 to till date: Sales & Support Manager in Water World Tourism LLC

Water World Tourism LLC is a Dubai based B2B Company having their own Desert Safari Camp, Dhow Cruise, Marina Dinner Cruise & All Size of Yachts.

JOB PROFILE

1. Strategic planning for online B2B & expansion for business growth.
2. Promoting and marketing the business to new or niche markets.
3. Hotel Contracting and negotiations.
4. Promoting new ideas & tour packages to families as well as to the corporate companies.
5. Sourcing products and destinations to meet demands for bespoke travel and sustainable tourism.
6. Liaising with travel partners, including airlines and hotels, to manage bookings and schedules.
7. Dealing with customer enquiries and aiming to meet their expectations.
8. Taking part in familiarization visits to new destinations to gather information.

SEPTEMBER 2008 to FEB 2010 : OPERATION MANAGER in WWW.REZLIVE.COM, INDIA

MARCH 2010 to FEB 2014 : SALES & SUPPORT MANAGER in WWW.REZLIVE.COM, DUBAI

Rezlive.com is a Dubai based B2B online hotel reservation portal for travel agents designed & managed by TRAVEL DESIGNER INDIA PVT LTD and integrated with more than 50 XMLs like GTA, DOTW, Hotel Beds, Expedia, Special Tours, Travco etc.

JOB PROFILE

1. Handling new clients & existing clients for the Company (Nearly 350 Agents).
2. Strategic plan for Business growth.
3. HR & Staff Training to the Team of around 10 to 12 on online & offline - domestic & International.
4. Dealing with guest complain & resolving their queries.
5. Launching of new product.
6. Constantly motivating the sales team to hit their targets and ensure company profitability.
7. Meeting company directors who advise on strategy and finding any local issues and future trends.
8. Verification & approval of New Registrations and guidance
9. Dealing with disciplinary matters and customer complaints.
10. Visa Applications and Immigration issues.
11. Contracting with new hotel / tours suppliers.

CLIENT RELATIONSHIP MANAGEMENT

1. Identifying improvement areas & implementing measures to maximize customer satisfaction levels.
2. Ensuring high quality services, resulting in customer delight and optimum resource utilization for maximum service quality.
3. Maintaining excellent relations with clients to generate avenues for additional business.
4. Identifying and establishing Re-seller Travel Agents network.
5. Have Successfully Handled Group of 20 to 100 – to Countries like DUBAI / Singapore / Malaysia / Thailand / Srilanka / Hong Kong
6. MICE groups of Companies Like – AL TAYAR, NARESCO, DANUBE, PRIME MEDICARE etc.

TEAM MANAGEMENT

Developing & conducting destination, product and process training for staff and maintaining good rapport with the team members & the Associates.