## 

## Rajesh Kumar.S

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## Contact Number: +971552581758

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**Work Experience: Total 16 Years.**

**Currently at 319 Express Cargo Services LLC**

**Corporate Sales Executive**

**Previously at DNATA –**

**Sr Corporate Travel Consultant**

**PROFESSIONAL EXPERIENCE**

**1 ) 319 Express Cargo Services LLC- Aberdeen Group Holdings–From 12th Jan 2021**

Web    : www.319express.com

Designation : Corporate Sales Executive

Email-ID : rajesh@319express.com

Place : Dubai

**Roles & Responsibilities:**

* Conducting market research to identify **selling** possibilities and evaluate customer needs. Actively seeking out new **sales** opportunities through cold calling, networking and social media.
* Setting up meetings with potential clients and listening to their wishes and concerns.
* Convincing them to send queries to compare the rates.
* Negotiating with credit terms.
* Co-ordinating with Operations Team accordingly for smooth flow of client interaction which helps in conversions.
* Setting up appropriate margins based on different clients and volumes.
* Proper follow up with Prospects.

**2 ) DNATA-Emirates Group –From 06th Jan 2019 – 12th JAN 2021**

Web    : [www.dnata.com](http://www.dnata.com).

Designation : Sr. Corporate Travel Consultant

Email-ID : rajesh.sundaramurthy@dnata.com

Place : Dubai

**Roles & Responsibilities:**

* Taking care of reservations for **Microsoft** employees which Includes Flight ticket issuance, car and hotel bookings and visas.

Handling all VIP travelers with proper check list.

* Manage existing account/customer relationships.
* Searching for new prospective clients and sending out company profile , cold calling and setting up meetings to bring more Business and fruitful collaborations.
* Checking respective queues and following up on reservations.
* Maintaining excellent Client interaction and relationship and managing feedbacks on regular basis from **Microsoft.**
* Co-ordinating with Airlines to ensure smooth travel, maintaining relationships with hotel and car vendors while benchmarking discount programs against industry best practices and negotiating most favorable rates for overall discounts.
* Sending out newsletters to clients with relevant updates.

**3 ) Al Rais Travel & Shipping LLC – 18th JUL 2018 – 30TH OCT 2018**

Web    : [www.alrais.com](http://www.alrais.com).

Designation : Sr. Corporate Travel Consultant

Email-ID : rajesh@alrais.ae

Place : Dubai

**Roles & Responsibilities:**

* Taking care of reservations for corporate clients travel which Includes Flight ticket issuance, car and hotel bookings and visas.
* Handling clients like Dubai National Bank, Aramex ,Falcon Pack etc
* Manage existing account/customer relationships.
* Searching for new prospective clients and sending out company profile , cold calling and setting up meetings to bring more Business and fruitful collaborations.
* Checking respective queues and following up on reservations.
* Maintaining excellent Client interaction and relationship and managing feedbacks on regular basis from Corporate.
* Co-ordinating with Airlines to ensure smooth travel, maintaining relationships with hotel and car vendors while benchmarking discount programs against industry best practices and negotiating most favorable rates for overall discounts.
* Sending out newsletters to clients with relevant updates.

**4 )FCM Travel Solutions, Dubai – JAN 2014 –MAR 2018**

Web    : [www.ae.fcm.travel](http://www.ae.fcm.travel)

Designation : Corporate Travel Consultant

Email-ID : rajesh.kumar@ae.fcm.travel

Place : Dubai

FCm is corporate brand of Australian giant Flight Centre with annual transaction value of USD 5.15 billion Dollar Company. This is the largest travel company of Asia pacific and rated under top 3 travel companies of the world.

**Roles & Responsibilities:**

* Taking care of reservations for corporate clients travel which Includes Flight ticket issuance, car and hotel bookings and visas.
* Handling Global clients like SAS, Commerzbank, and Majid Al Futtaim.
* Manage existing account/customer relationships.
* Understanding the requirements of the clients and positioning an appropriate solution.
* Checking respective queues and following up on reservations.
* Maintaining excellent Client interaction and relationship and managing feedbacks on regular basis from Corporate.
* Co-ordinating with Airlines to ensure smooth travel, maintaining relationships with hotel and car vendors while benchmarking discount programs against industry best practices and negotiating most favorable rates for overall discounts.
* Sending out newsletters to clients with relevant updates.

**5 )BCD travel,Dubai – JAN 2012 –JAN 2014**

Web    : [www.bcdtravel.ae](http://www.bcdtravel.ae/)

Designation : Business Travel Consultant

Email-ID : rajesh.kumar@bcdtarvel.ae

Place : Dubai

**Roles & Responsibilities:**

* Taking care of reservations for corporate clients travel which Includes Flight ticket issuance, car and hotel bookings and visas.
* Handling Global clients like Daimler, FedEx, ING Bank and other clients like Zurich, KEMA, NEM
* Sending out newsletters to clients with relevant updates.
* The main focus is to ensure clients receive the best deals along with Good service.
* Checking respective queues and following up on reservations.
* Checking the best rates for hotel reservations using various search engines to ensure client gets the best hotel rates.
* Working on **Sabre GDS** as a selling platform

**6 )Fcm Travel Solutions (India) Pvt Ltd – May 2007 –Dec 2011**

Web    : **http://in.fcm.travel/**

Designation : Travel Consultant

Email-ID : [Rajesh.kumar@in.fcm.travel](mailto:Rajesh.kumar@in.fcm.travel)

Place : Bangalore

FCm is corporate brand of Australian giant Flight Centre with annual transaction value of USD 5.15 billion Dollar Company. This is the largest travel company of Asia pacific and rated under top 3 travel companies of the world. FCm is one of the largest TMC of India with annual transaction value of USD 160 million.

**Roles & Responsibilities:**

* Taking care of reservations for corporate clients travel which Includes Flight ticket issuance, car and hotel bookings.
* Dealing with queries from other branches for fare quotes for international travel to India and other countries.
* Response to web queries from potential buyers.
* Sending out newsletters to clients with relevant updates.
* The main focus is to ensure clients receive the best deals along with Good service.
* Checking respective queues and following up on reservations.
* Checking the best rates for hotel reservations using various search engines to ensure client gets the best hotel rates.
* Working on **Amadeus GDS** as a selling platform
* Handling Major Clients like **HCLTechnologies, ITC Infotech, Tata Technologies and Genpact**

**7) Siemens Information Processing Services Pvt.Ltd.**

* + Designation: Travel Counselor
  + Period: Jan 2005 to May 2007
  + Place : Bangalore

**Roles & Responsibilities:**

* Handling **BCD process** formerly known as **World Travel BTI**
* Handling travel requirements for **Siemens Employees** within the United States and Germany.
* Issuing US Domestic and International Tickets and approvals such as low fare approvals,family & spouse approvals.
* Worked on **Turbo Sabre** GDS as a selling platform

**8) SYKES India Pvt.Ltd**

* + Designation: Customer Service Representative
  + Period: Feb 2004 to Jan 2005
  + Place :Bangalore

**Responsibilities:**

* **Delta Airlines Process**
* Handling General Sales, Skymiles reservations and Promotions within the United States.
* Worked on **Worldspan GDS** as a selling platform

**Personal Attributes:**

* + Time Management , Multi-tasking
  + Excellent communication skills (written and verbal)
  + Nominated twice for the prestigious FCM Global Gathering held in Singapore and in Hawaii.
  + Successfully completed Delta Airlines BRS Skymiles Training
  + Certified agent from Delta CC Desk, Atlanta GA
  + Successfully completed World Travel BTI(BCD)Comprehensive Travel Service Training
  + Certified agent from BCD Office, Dallas TX
  + Strong Process oriented background.
  + Good Command Over US /UK English Accents
  + Holding Valid UAE driving license and valid Indian driving license.

**QUALIFICATION HISTORY**

**Educational Qualification** :

Bachelor of Commerce from Chhattisgarh University Year 2004

Pre-University from Stracey Memorial PU College Bangalore, Year 2000

S.S.L.C from ST. Xavier’s Boys High School Bangalore Year 1997

**PERSONAL INFO**

DOB **:** 30th SEP 1981

Marital Status : Married

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Contact No **:** +971552581758

Passport No : T8956965

Contact Address **:**  Al Hamariya Palace 3 Flat no.1215 Burjuman

Dubai

**References**

Mario Noronha (Operations Manager Dnata Travel)

Email: Mario.noronha@dnata.com

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Evelyn Villahermosa (Travel Co-ordinator ) Maf Hypermarkets GCC

Dubai

Email: evillahermosa@mafcarrefour.com

Contact Number: + +971 552747987

Helena Baumann (Team Assistant) Commerzbank, Dubai

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Contact Number: + +971 4 4284973

Melanie Williams (Assistant to VP and CEO) Daimler MEL,Dubai

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Rubena Pallai (Admin Assistant to VP) Fedex,Dubai

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Sarah Proctor (Administration Assistant) ITC Infotech, Milton Keynes,United Kingdom

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Contact Number: +44 7702911481

Mark Wagner (Senior Manager Training,MSC) BCD Travel Dallas & Bangalore Afterhours

Email: [mark.wagner@bcdtravel.com](mailto:mark.wagner@bcdtravel.com)

Contact Number: +91 972852448

About me

Create an environment oriented to Trust, Open Communication, Creative Thinking, and Cohesive Team Effort.Intend to build a long term career with a good company, performing at best of my ability and to prove, to grow at work and self. I am business and performance focused. I have the ability to inspire and to lead my colleagues to deliver first rate results. I have the ability to establish good working relationship with other members of the multi-disciplinary team.

I love travelling, besides my business trips to Singapore and Hawaii. I have holidayed at my favorite destinations like Switzerland, France, Italy, Sri Lanka, Kenya, Seychelles, Maldives and Jordan.

I hereby declare that all the above-mentioned details are true to the best of my knowledge.

Place – Dubai

Rajesh Kumar.S