

Rahul Shetty

Sales Executive - SATGURU TRAVEL & TOURISM

al karama

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To seek a position as a Sales Executive, Customer Service Representative, Marketing Executive within the service or manufacturing industry where I can utilize my experience and creative skills, along with my communication and analytical skills.

Working knowledge of Sales Executive, gained through "hands-on" training. A self-motivated, hard working and resourceful individual with commercial awareness and innovative and forward thinking with proven marketing experience and capabilities. I am a revenue driven, target based individual with a "Can Do" attitude.

Work Experience

Sales Executive

SATGURU TRAVEL & TOURISM - Dubai, AE

August 2017 to Present

My position here as a Sales Executive

SATGURU TRAVEL & TOURISM - Kigali, RW

August 2017 to September 2018

and it was

established in Kigali (East Africa). Understanding the significance of journeys, the Company has made their presence over more than 61 countries worldwide. SAT&T are counted among the leading travel companies of Africa, having a turnover of over USD 1.2 Billion as a group, 3,284 happy employees and numerous satisfied customers. Headquartered in Dubai, Satguru Travel is the first travel service provider in Ivory Coast (Côte d'Ivoire), Togo, Burundi and Niger. Though we offer travel solutions worldwide, strong foothold in Africa and we promote its unique and extensive wildlife. Offering services for adventurous Wildlife Safaris is among our USP's.

My position here as a Sales Executive, involves being the key point contact between my organisation and my clients like answering their queries, offering advice and introducing new products. My role is to help my clients to plan, choose and arrange their holiday. I also offer advice and opinions on where to go and local tourist attractions, events and customs.

The following are my duties and responsibilities:

- Organising sales visits
- Demonstrating and presenting Products
- Establishing new business
- Maintaining accurate records
- Attending trade exhibitions, conferences and meetings

- Negotiating Contracts and Packages
- Aiming to achieve monthly or annual targets
- Promoting and marketing the business
- Providing advice about Visas and Travels
- Selling Holidays and Insurance
- Meeting profit or sales targets

Technical Coordinator

UITP MENA TRANSPORT CONGRESS & EXHIBITION - Dubai, AE

April 2016 to April 2016

Worked for this major event in Dubai, UAE in the team involved towards advancing public transport in the MENA Region during a summer break.

Administrative Assistant

PACIFIC PRINTING & PUBLISHING LLC - Dubai, AE

November 2015 to February 2016

Worked part time (twice a week) assisting a variety of printing production, making basic changes in Publisher, In-design, Adobe Illustrator and other desktop publishing programs.

Product handler - Samsung Mobile Devices

DUBAI WORLD TRADE CENTER, Dubai - AE

October 2015 to October 2015

UAE.

Periods: 10-Oct-2015 to 17-Oct-2015, and 01-Apr-2015 to 04-Apr-2015

Position: Product handler - Samsung Mobile Devices.

Worked during summer breaks for GITEX Dubai as product handler for Samsung mobile devices.

Education

Blue Ocean Academy - Dubai, AE

January 2015

CBSE

Our Lady of Desterro Higher Secondary School

March 2013

Secondary School at Deepvihar Secondary School

March 2011

HND in Business

The American College of Dubai - Dubai, AE

Skills

SALES (2 years)

Additional Information

TECHNICAL & COMPUTER SKILLS

- IT literacy: Entry level user of Microsoft Office Suite; ability to learn new computer applications quickly.
- Valid UAE Driver's License
- Expert user of the Internet, social media platforms.
- Administration: Excellent ability to plan ahead and manage time effectively.
- Sales Knowledge: Currently handling extensive sales pitches at "Satguru Travel & Tourism, Dubai.

- Strengths: Team Player with strong interpersonal skills, Planning & Organizing.
- Communication: Excellent Oral & Written Communication Skills in English, Hindi, Portuguese and Konkani.