

Gazanfar Shafiq

Contact: +97155-3013627

Email: gazanfar.shafiq@yahoo.co.in



CAREER OBJECTIVE:

To seek an opportunity in the Travel World where I can significantly contribute to the growth of the company as well as my personal and professional growth.

CAREER PROFILE:

Possess 11 years experience in areas of Business Development, Sales and Marketing, Product Management, Branding, Advertising and PR. With 4 years of expertise in Travel Trade in formulating strategic partnership identification and development event planning and travel coordination, experienced in the design and supervision of travel arrangements for businesses, FIT's as well as GIT's

CORE COMPETENCE:

Lead Management	Team Building Management	Communication and Interpersonal Skills
Sales Management	Marketing Strategies	Domestic & International Travel Expertise
Competitive Analysis	Problem Solving	Liaison /PR/Coordination
Holistic Business Approach	Logistical Planning	Relationship Management
Comprehensive Planning	Budgeting & Accounting	Negotiating
Travel Consulting & Reservations	Transportation Coordination	Event Planning

CORE QUALIFICATIONS:

- Extensive background in travel practices with a leaning toward corporate needs
- Strong network of resources ready to provide specific business trip requirements
- Can arrange travel by air rail road boat etc.
- Understanding of practices associated with reading defining and application of taxes hub utilization and fare rules
- Capable of providing the best accommodations while staying within a projected budget
- Excellent oral and written communication skills ensuring all parties are appropriately informed

PROFESSIONAL WORK EXPERIENCE:

Organization:

Cedar Tours & Travel
(Travel & Tourism)

Tenure:

Aug 2013 – Till Present

Designations:

Senior Sales & Marketing Manager (Corporate)

Responsibilities:

- Promoting and marketing the business, sometimes to new or niche markets;
- Managing budgets and maintaining statistical and financial records;
- Selling travel products and tour packages to corporate clients across globe
- Sourcing products and destinations to meet consumer demands for bespoke travel and sustainable tourism.
- Taking part in familiarisation visits to new destinations to gather information on issues and amenities of interest to consumers.
- Liaising with travel partners, including airlines and hotels, to manage bookings and schedules, often one year in advance.
- Dealing with customer enquiries and aiming to meet their expectations.
- Itinerary Design knowledge
- working with different travel portals and GDS system
- Overseeing the smooth, efficient running of the business.

Achievements:

- Increased the sales by 25% as compared with previous figures.
- Partnered with Airline & Hotel Giants like Qatar Airlines, Emirates Airlines, Starwood Group, Hilton Group, Oberio Group.
- Partnered with International Packages with Companies like TUI, Musafir, Cox & Kings, Via Group and may more.
- Partnered for Visa services for our clients across globe

Organization: **Chinar Motors**
(Trading & Retail)
Tenure: Nov 2008 – July 2013
Designations: Sales and Marketing Manager (Corporate)
Responsibilities:

- Handling around 25 employees comprising of managers, sales executives, workshop managers and others.
- Maintaining Customer Relations in order to boost the Sales and generate new potential clients.
- Making efforts in creating new Corporate Clients like 5 star Hotels, Industries, Government Departments Cement Plants, and Banking Sectors etc where the supplies are huge.
- Using all marketing and strategic knowledge in promotion of the products to boost sales.
- Surpassed Sales targets in each diversified businesses provided by the companies working for.
- Ensuring proper Logistic Management for smooth running of fleet in order to reduce the lead time for all operations
- Interaction with retailers in order to provide them better platform of working.

Organization: **Reliance Broadcast Network –India**
(Media and Entertainment Company)



Tenure: Sept 2007 –Oct 2008
Designations: Senior Sales Executive
Responsibilities:

- Achieving sales target on a monthly, quarterly and yearly basis.
- Providing and executing 360°customer solutions in the form of effective amplifications so as to increase revenue shares with our media.
- Ensuring that clients are exclusive/spending majority of their budgets with our media.
- Exploring new areas and opportunities so as to widen the client base and ensuring that at least 20 new non radio clients are included on yearly basis.
- Immediate client query/complaint redressal and effective pre and post sales service to ensure longevity in relationships with clients and key decision makers.
- Re-searching Clients, efficient database management, timely reporting and constant competition mapping

Achievements:

- **Best Sales and Team Work of the Week (Caughtya)** Honored By: Cluster Head Reliance Broadcast Network
- **Best Performer of the State** Honored By: CEO Reliance Broadcast Network.

ACADEMIC EDUCATION:

<u>DEGREE</u>	<u>EXAMINING BODY:</u>	<u>YEAR</u>
Masters of Business Administration	University of Kashmir	2007
Graduation (B.Com Pass)	Delhi University	2003

CERTIFICATION/ ADDITIONAL SKILLS:

- **Microsoft Certified Professional (MCP) Microsoft** June 2001 License 2537657
- **Microsoft Certified System Engineer (MCSE) Microsoft** September 2001 License 2537657
- **MS Office** (All versions, esp. MS Word, MS Power Point and MS Excel,Outlook)
- **Application Software** (Amadeus Corel Draw Pro, Sap Gui Erp, CRM, DMS, Tally Erp, AutoSpms)

TRAININGS & WORKSHOPS:

- **Travel Trade Fare (Mumbai):** Participated in the year 2016 as an active member representing my organization.
- **Positioning of Artd'inox (A Brand of Jindal Stainless Ltd)** **January 2007**
The duration of the project was 8 weeks to find the position of its brand "ARTD'INOX", made for the elite class of New Delhi and NCR.
- **Service Quality in House Keeping Industries (Spring Clean Ltd)** **February 2007**
The duration of the project was 4 weeks to find the GAP analysis of the company within its environment using service quality dimensions?

PERSONAL INFORMATION:

Date of Birth : 04-12-1981
Nationality : Indian
References : Available on request.

Driving License: Indian License
Religion : Islam