



CHANDAN PRAKASH ARYA
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06th -Sep-1980

Career Objective: -

To work in a top class online and offline travel professionally managed organization that provides ambience for learning and opportunity to my potential for the overall Growth of the organization and myself.

Current Job Status: -

Presently working with **Airpay Payment Services Pvt. Ltd. (DMR)**

As a Area Sales Manager. (NOV-2020) my KRA's as below:-

- I am handling Super Distribution, Distributors and Retailers (B2B) Sales location for states Haryana, Punjab and Chandigarh. (Domestic Money Transfer-DMT, AePS, H-ATM, Digital Gold Trading, NSDL Banking/Finance Service's, Pan card and Utilities Bill payments Services etc.
- Taking care of sales for b2b Super Distribution, Distributors and Retailers and all Retails Stores/Agencies.
- Visiting agents to check their credibility, market goodwill & financial status.
- Maintaining the sales record of all the b2b-Retial sales agents and see their overall growth professional and personal.
- Planning marketing strategies for achieve the company fixed target.

Employment History:-

1. TTL Holidays Pvt. Ltd. As a Assistant Sales Manager. (Jan-Oct 2020)

My KRA's were as below:-

- I was handling B2B Sales location for states Haryana, Punjab and Chandigarh. (Air ticketing-Domestic & International, Hotel bookings, fixed online packages & Departures, Bus coach Tours international.
- Taking care of sales for b2b agents and all international & domestic online & offline air & non air all IATA and Non IATA Agents.
- Visiting agents to check their credibility, market goodwill & financial status.
- Maintaining the sales record of all the b2b sales agents and see their overall growth professional and personal.
- Planning marketing strategies for achieve the company fixed target.

2. Ezeego One Travel and Tours Ltd. As a TEAM LEADER a sister Concern Company of (C&K) Cox and Kings Ltd. (July- 2017 to Oct-2019) my KRA's were as below:-

- I was handling B2B Sales location for states Haryana, Punjab and Chandigarh. (Air ticketing – Domestic & International, Hotel bookings, fixed online packages & Departures, Bus coach Tours international.
- Taking care of sales for b2b agents and all international & domestic online & offline air & non air all IATA and Non IATA Agents.
- Visiting agents to check their credibility, market goodwill & financial status.

- Maintaining the sales record of all the b2b sales agents and see their overall growth professional and personal.
 - Planning marketing strategies for achieve the company fixed target.
- 3. SJK Enterprises Pvt. Ltd. (IATA) As a Sr. Sales Executive (November-2010- to – July-2017) my KRA's were as below:-**
- Tie-up with **Galileo Consortium** for b2b agencies the installation of the central reservation system.
 - Taking care of sales for b2b agents and all international & domestic air Ticketing agents and all IATA and Non IATA Agents.
 - I was handling sales location for states Haryana, Punjab and Chandigarh....
- 4. TSC Travel Services Pvt. Ltd. (IATA) As a Sr. Sales Executive (Feb-2008 – to – Oct-2010.) my KRA's were as below:-**
- Tie-up with **Galileo Consortium** for b2b agencies the installation of the central reservation system.
 - Taking care of sales for b2b agents and all international & domestic air Ticketing agents and all IATA and Non IATA Agents.
 - I was handling sales location for states Haryana, Punjab and Chandigarh.
- 5. Reliance General Insurance Co. Ltd. (Team Lease) (Travel- Vertical Overseas Insurance) as a Customer Sales Officer -CSO) (Sep-2006 – to – Jan-2008.) my KRA's were as below:**
- Handling B2B Travel Agents for Travel Insurance sales location for states Haryana, Punjab and Chandigarh.
- 6. Global Airways. (IATA) As a Ticketing Officer (Mar-2006 – to – Aug2006.) my KRA's were as below:-**
Handling counter Airline Ticketing domestic & international, overseas Insurance policy issuance online & Forex money exchange.
- 7. Abacus India Ltd. (Kiran Excel Systems Pvt. Ltd.) As an Executive (Nov-2003 – to – Jan-2006.) my KRA's were as below:-**
- Taking care of counter sales and booking for b2b agents.
At Help Desk for domestic & international (CRS) travel agents booking in the Central Reservation System.
- 8. Prompt Travels.(IATA) As an Office Executive, (Nov-1999 – to –Nov-2003.) my KRA's were as below:-**
And handling counter Train Ticketing, Airline Ticketing domestic, overseas Insurance & Forex money exchange and Admin/project work for (**Rotary Club International**), **Chandigarh.**
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Educational:-

BA Done from KSOU-Mysore- Karnataka.
10+2 Done from Punjab School Education Board, Mohali Pb.
10th Done from Allahabad Education Board (UP-Uttarakhand).

Achievements:-

Joined Airpay Payment Services Pvt.Ltd. In Nov2021, as a (TSM) Territory Sales Manager with in span 03-month, I am selected in Top 3 TSM of North India for (One Time Revenue-Certificate).

Joined Ezeego One Travel And Tours Ltd in July 2017, as a Sr. Sales Executive with in span of one year been promoted to Team Leader. Received (Gold Category - North-India) award for best north sales person.

Special Skills: -

Good interpersonal and communication skills.
Ability to work under pressure.
Able to learn new concepts quickly.

Technical Skill:-

- 1) Knowledge of GDS reservation systems.
- 2) Computer Diploma from NICT-Chandigarh.

Personal Details:-

Father's Name: **Late.Sh. Nand Kishore.**
Mother's Name: **Late.Smt. Parvati Devi.**
Marital Status: **Married.**

I hope that company will provide me with an opportunity to serve and prove the capabilities and ambitions.

Place:-Chandigarh
Date:-

(Chandan Prakash Arya)