



Senthilnathan

CONTACT

No 80/4 Bazaar Road
Mylapore
Chennai

E-mail: dsenthil152@gmail.com

Phone: 919841075990

EDUCATION

MBA (Aviation Management)

Indian School of Business Management

Dec-2009 - Sep-2012

Bsc(Mathematics)

Alagappa University

Jun-2006 - 2009

Airline Diploma

Kuoni Academy of Travel

2007 - 2007

P.G Diploma in Tourism & Travel Management

Kuoni Academy of Travel

Jun-2007 - May-2008

WORK EXPERIENCE

Dnata Emirates Group

Sr-Sales officer - South India

January - 2018 - Present

- Handling the Travel agents & Corporates in complete south India
- Handling B2C customers
- Meeting the travel agents and corporates on an regular basis
- Explaining about the current offers and updates an regular basis
- Working towards the PJP(personal journey Plan)
- Meeting the other location key clients maximum twice in a month
- Responsible for sales acquisition
- Monitoring the team performance.
- maintaining the online and offline support as per the client needs..

Etihad Airways (Holidays Division) C/O TUI India Ltd

Regional Manager - South India

February - 2017 - November - 2017

- Handling the Travel agents & Corporates in complete south India
- Meeting the travel agents and corporates on an regular basis
- Explaining about the current offers and updates an regular basis
- Working towards the PJP(personal journey Plan)

- Meeting the other location key clients maximum twice in a month
- Responsible for sales acquisition
- Monitoring the team performance.
- maintaining the online and offline support as per the client needs..

Ezeego1 Travel and Tours Ltd (DIV of cox and kings)

Aug 2015 - Feb 2017

Sales Manager-Tamilnadu & Kerala

- Handling the Travel agents & Corporates in complete Tamilnadu & Kerala
- Takes care of documentation during sign up's
- Providing the online & offline support for issuing the tickets.
- Maintaining the healthy relationship with them.
- Keep explaining about the airline PLB's.
- Responsible for corporate Tie-Up's.

Lama Express Visa Services

Jun- 2013 - Aug-2015

Sales Manager

Exclusively promoting Lama Express visa services to the Travel agents .Promoting the Hotels to the corporate.Concentrated more Tie-Ups with Major consolidators.Made a product visible in the field.Meeting up the travel agents and corporates in a regular basis.Close watch in the field.

Hrg Sita India (KBTL)

Aug 2010 - Mar-2013

Senior Sales Executive

- Represent the Dnata Product i.e. Dubai visa & Marhaba services.
- Meeting up the travel agents and corporates in a regular basis.
- Close watch in the field.
- Account management.
- competitor close watch.
- Sales & Marketing activities.
- Corporate Travel Management.

Livewell aviation (Handling Emirates flights)

Jul 2007 - Aug 2010

Customer Service Agent

- Handling Customers.
- Verifying Passport,Visa's and issuing boarding passes with out any hassles.
- Entire ground handling and ramp activity.
- Boarding and security gate formalities.
- Complete passenger ground handling activities.

QUALIFICATIONS

Certified in Galileo Reservation System.

Certified in Star alliance Training Programme.

Certified in Airport Customer Services from Kuoni Academy of Travel

Pursuing CBAP course from IIBA .

INTERESTS

Playing Cricket.
Listening Music.
Play Station

REFERENCES

References available upon request.

PROFESSIONAL EXPERIENCE

1. Participated in World Foundry Congress as Volunteer through Kuoni Academy of Travel.
2. Participated in Semester at Sea as Volunteer through Kuoni Academy of Travel.
3. Participated in TAAI as Volunteer through Kuoni Academy of Travel.

PERSONAL INFORMATION

Father's Name : Dhanasekaran

D.O.B. : 21-05-1987

Age : 33

Gender : Male

Languages Known : English - Speak, Read & write

French- Read & Write

Tamil – Read, Speak & write

Nationality : Indian

I hereby acknowledge that the above furnished information are true to the best of my knowledge.

Email : dsenthil152@gmail.com

Place : Chennai, India

(Senthilnathan.D)