App Darjeeling main ho ya Delhi kapil Bhai

**CUIRRICULAM VITAE**

**OF**

**Avijit Biswas**

**As on 20th March 2020**

**Professional Profile**

* A competent professional over 16 Years of experience in Hospitality Industries
* Presently working as Senior Sales Manager : MICE at The LaLiT Suri Hospitality ( The LaLiT Great Eastern Kolkata) responsible for 12 hotels and resorts in India and 01 hotel in London . **Responsible for Inbound groups and FIT / corporate booking for all 12 hotels and resorts .**
* Worked Associate Director Of Sales ( **Head Of Sales and Marketing**  ) at **RAMADA Darjeeling 4\* Premium hotel** of 62 rooms since 15th April 2017 to 30th Nov 2019. **Promoting pan India** **for Inbound groups and FIT .**
* Successfully worked as Marketing Manager with **EASTIN Hotel**, Kurseong,Darjeeling a **Premium 4\* International Resort brand from Thailand** from 1st February 2017 to 14th April 2017( **left as Property D- flagged**).
* **Promoted** and transferred Worked as **Manager – Sales** with **MAYFAIR Hotels & Resorts** at Regional Sales Office , Kolkata From 1st April 2016 to 31st January 2017
* **Promoted** and transferred at **MAYFAIR Darjeeling** a 53 rooms Premium Heritage Resort as **Front Office Manager** as HOD from Sep 2014 to March 2016
* Successfully worked at **MAYFAIR Hotels & Resorts** as **Assistant Manager – Sales** and worked at Regional Sales office **Siliguri** and **set up** Regional Sales Office **Guwahati** from April 2010 to Sep 2014
* Worked as **Manager - Sales** with **Rose Vally Group** at Siliguri and Kolkata from April 2007 to March 2010
* Worked as Assistant Manger – Sales with **“The Astor**”at Kolkata from April 2005 to March 2007
* Worked as Front Office Supervisor with “**Middleton Chambers**” and “**Southern Plaza**” at Kolkata from 13th August 2003 to March 2005

**Area of expertise**

* Expertise on **inbound group** contracting / booking / handling.
* Brand marketing in Pan India basis ( Delhi/NCR /Mumbai / Ahmedabad / Rajkot /Kolkata/Guwahati and Siliguri)
* Fully skilled with most updated version of **IDS Next 6i** module
* Optimizing ARR in lean season time
* Monitoring BEST AVAILABLE RATE for Travel Agent & Regular Corporate in Siliguri, Guwahati ,Kolkata and Delhi.
* Developed new Market at Siliguri , Guwahati and Kolkataand Delhi for newly opened Resort & Hotel
* Developed major PSU’s like NHPC , India Oil, BHEL, NTPC, GAIL, ONGC and Power Grid
* Developed major MNC like Vodafone, Coca Cola,HUL, Glaxo, P & G ,Castrol and Colgate Pamolive
* Developed major Travel Agent B 2B and B2C in Delhi/ NCR / Mumbai / Ahmedabad / Rajkot / Kolkata/ Siliguri and Guwahati
* Developed high end marriage segment at Siliguri and Guwahati market for Gangtok, Puri and Goa

**Managerial expertise**

* Forecasting business trends in Travel Agent and FIT in peak season and lean season in Darjeeling
* Developing & implementing strategies to achieve a large market share and attract new segments in Darjeeling
* Promoting destination marriage and Mega event program at Darjeeling
* Organizing high level Govt meeting ( Parliamentary meeting, Army Flag meeting ) at Darjeeling

**Location Working experience ( Marketing ):**

* Mumbai
* Delhi / NCR
* Ahmedabad
* Kolkata
* Guwahati
* Gangtok
* Siliguri
* Darjeeling

**Qualification**

* Successfully completed Diploma ( Hotel & Hospitality) from **TRADE WINGS**, Kolkata 2003
* Completed 10+2 in the year 1997 from West Bengal Council
* Completed 10th Standard in the year 1995 from West Bengal Board

**Hobbies & Interests**

* Love to Cook Indian Traditional Bengali food
* Love to travel in Hills and Jungle ( North Bengal and North East India)
* Immense interest in Indian Ayurvedic Medicinal plant and treatments
* Love to know about the new trends and new development in Hospitality Sector

**Linguistic Abilities**

* English : Fluent
* Hindi : Fluent
* Nepali : Fluent
* Bengali : Fluent
* Odia : Moderate
* Assamese : Moderate

**Personal Details**

* Contact number (+91 9123943401
* E- mail ID [tvl.solutions@gmail.com](mailto:tvl.solutions@gmail.com)
* Posta address C/O. Anil Kumar Biswas

Bunokalitala, Chuchurah, Hooghly – 700123,

West Bengal

* Date of Birth January 05, 1979

**Declaration : I do hereby declare that all the above furnished information is true to the best of my knowledge.**

**Date : 20th March 2020. Avijit Biswas**