

## **ANKUR PATHAK**

Shivaji Nagar, Heerapatti,  
Azamgarh, UP

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To be the part of reputed organization by application of my knowledge, interpersonal skill and to work in a globally competitive environment, this shall yield the benefit of job satisfaction and a steady professional growth.

### **Career Highlights**

**Tata Motors Puneet Automobiles Azamgarh**  
**Team Leader**  
**05 Dec 2022- Till Date**

#### **Key Responsibilities**

- Managing team to respond their best to achieve the target.
- Meet & greet the customer & convince them to buy our product.
- Focusing best deal for company.

**Hero Insurance Broking India Limited**  
**Marketing Officer**  
**06 Sep 2020- 28 Oct 2022**

#### **Key Responsibilities**

- 100% Hero Dealer Activation on Nsure portal.
- Renewal Tracking.
- Escort Tractor Activation on Nsure.
- Handling Insurance Company for service & claim related issue.

**Tata Motors Puneet Automobiles Azamgarh**  
**Team Leader**  
**10 June 2019- 20 May 2020**

#### **Key Responsibilities**

- Managing team to respond their best to achieve the target.
- Meet & Greet the customer & convince them to buy our product.
- Focusing best deal for company.

**TSI Yatra Pvt Ltd, Lucknow**  
**Packages Executive – Holidays**  
**28 Apr 2015- 25 May 2019**

#### **Key Responsibilities**

- Handling Travel Agent Query.
- Countable for managing business across Eastern UP.
- Generating business revenue with the set of 500+ Travel advisers.

- Effective communication of entire know how of business natty gratifies with travel advisor there buy resolving all their query.
- Setting up effective negation atmosphere among the client so as to have commercial win win situation.
- Selling Hotels, Air & Train Reservation, Tour Packages as per the agent requirements (International & Domestic)
- Handle Customize Tours, Free Individual Traveler & Group Tours.
- Handling VISA Query of Travel Agent

#### **Achievement:**

Awarded as Star Performer of the month for 3 Time  
Appreciated for Best Agent Dealing.

**Ezeego One Travel & Tours Limited, Lucknow**  
**Area Sales Executive U.P, Non air**  
**19 Aug 2014- 31 Dec 2014**

#### **Key Responsibilities**

Handling Travel Agent Query  
Selling Hotels, Tour Packages as per the agent requirements  
Handle Customize Tours & Group Tours.

**Airosa International Tour & Travels, Lucknow**  
**Packages Executive – Holidays**  
**10 Jul 2013- 08 Aug 2014**

#### **Key Responsibilities**

Handling Domestic Tours  
Understanding the requirements of clients and corporate  
Product Development for Holiday packages in terms of Vendors and Hotels  
Handling groups and organize events according to their requirements  
Designing customized itinerary as per the needs of clients and agents  
Selling Fixed departures

#### **Academic Credentials**

Master in Tourism Administration from Bundelkhand University  
Bachelor in Tourism Administration from Lucknow University 2007-10  
Higher Secondary Examination under UP board in 2007, Uttar Pradesh

#### **IT Skill Set**

MS OFFICE  
MS WORD  
MS EXCEL

## Strengths

Positive attitude  
Eager to Learn new things  
Excellent Communication Skills  
Good in relationship management

## Personal Dossier

<b>Date of Birth:</b>	16 <sup>th</sup> Jul 1990
<b>Languages Known:</b>	English, Hindi
<b>Marital Status:</b>	Married
<b>Gender</b>	Male
<b>Nationality</b>	Indian
<b>Passport No</b>	M0084828
<b>Permanent Address</b>	C/o Mr. D.N.Pathak 97, Shyamanchal, Shivaji Nagar, Heerapatti Azamgarh. 226016 Uttar Pradesh

**Ankur Pathak**