

**CURRICULUM VITAE****Sanjay Bhalla**

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**CAREER OBJECTIVE:**

- To pursue a successful career in a growth oriented organization offering ample opportunities for personal growth & Skills enhancement in conjunction with the organization.
- I want to become just like water which can be shaped and fiddle with in any color and style.

**WORK EXPERIENCE**

- Worked for **Vara Tours India Pvt. Ltd. (Specialized DMC for Bali)** a subsidiary of **Airguru Travel Solutions Pvt. Ltd.** as a **Sales Manager - West** from 2015 -2017
- Moved to **Bali Trip (Specialized DMC for Bali)** under same management of **Airguru Travel Solutions Pvt. Ltd.** as **Sales Head (INDIA)** specialized for Indonesia from 2017 till date.
- **Complete Destination knowledge of Countries like Dubai, Maldives, Sri Lanka, Singapore, Malaysia, Thailand & Andaman Nicobar Islands.**

**COMPANY PROFILE**

Bali Trip (Specialized DMC for BALI) is a perfect travel partner for all your travelling need. We provide complete traveling solutions for international travel packages, group vacations, corporate and business tours, personal holidays, honeymoon packages & family vacations. We specialize in providing easy to avail online travel solutions at affordable costs. At Bali Trip, we provide answers to all your traveling vision into reality. **We offer highly customized & personalized customer friendly exotic sightseeing holidays for Indian traveler to experience the rich culture of Bali.** To serve our customers better, we make sure that our client gets desire individual attention from our specialized team.

### **KEY RESPONSIBILITY AREA:-**

1. Handled the sales B2B for pan India.
2. Generation of Sales Month on Month.
3. Increasing the Monthly turnovers by making the right efforts in a right path.
4. Handling the back-up and documentation team strength of 18 employees.
5. Get invoicing, helping operations for collection of payment and issue service vouchers.
6. Meeting old agencies and getting leads and reference of new agencies within same city or other cities. Extensive travelling for maintain liaison with all agencies.

### **ACHIVEMENTS:-**

1. Able to generate a good sale as awarded a highest sale turnover generator among all regions.
2. Able to build a good team with great working environment by give them good business ethics and learnt a lot from them also.
3. Appreciation mails received from the customer for providing the prompt services and solution for their queries.
4. Awarded a highest sale target achiever (A different International destination) like Bali.
5. Able to manage to increase the sale turnover of the company starting from 30 lacs in 2015 and within 12 months' increase till 1.5 crore and currently moved towards above 10 crores.

### **OTHER EXPERIENCE:-**

### **COMPANY PROFILE:-**

B.L. Bhalla & Co. is a leading and award winning stock broker in India having a good track record in the financial services industry. In 2015, it has been awarded in Best Financial Services Provider by Assocham (source: Assocham Excellence Awards). It has also been awarded with Best Equity broker in India- Derivative Segment and best commodity broker in India. B.L. Bhalla & Co. offers services, such as stock broking, commodity, broking and currency broking, investment banking, wealth management, distribution of third party financial products, research,

financing, depository services, insurance broking, clearing services and real estate advisory services to corporate, institutional, high net worth individuals and other retail clients. We, is a leading online stock broker and is having a tie-up with the reputed corporate and financial institutes.

## EDUCATIONAL QUALIFICATION

- 10<sup>th</sup> Passed from PSEB, Punjab
- 12<sup>th</sup> Passed from PSEB, Punjab (1980)
- B.COM (1983) from Guru Nanak Dev University Amritsar

## OTHER PROFESSIONAL QUALIFICATION

- Professionally Handled trades and portfolios with B.L.Bhalla & Co. for 25 years.
- Ex. Member of Ludhiana Stock Exchange Ltd. (Year 2000-2010) SEBI Reg. No.-INB121142914
  - Studying and Research for companies for investments medium and long term.
- Knowledge of investments in Stock markets and Commodity markets.
- Fundamental study for world economies for research in trading.
- Technical knowledge of Charts (METASTOCK).

## STRENGTHS

- **Convincing Power**
- **PR Expert with Honesty**
- **Generating Sales**
- **Quick to learn**
- **Confident**
- **Self-Estimate**

## PERSONAL INFORMATION

- Father's Name : LATE SH. Bihari Lal Bhalla
- Date of Birth : 01 October 1963

- Languages Known : **Hindi, English, Marathi, Punjabi & Gujarati**
- Nationality : Indian
- Expected Salary : **As per company policy & Present travel Industry Scenario.**
- Hobbies : Travelling, Reading and Driving

**DATE: 15/02/2021**

**(Sanjay Bhalla)**

