

CONTACT

- +971 582050156
- Jittosunny6@gmail.com
- Ajman, UAE

TECHNICAL SKILLS

- Data analysis
- Google Analytics (basic)
- Market research
- SMM
- SEO

SOFT SKILLS

- Communication
- Relationship Building
- Negotiation
- Leadership
- Adaptability

EDUCATION

• ORIENTAL SCHOOL OF HOTEL MANAGEMENT

Bachelor of Hotel
Administration (BHA)

2019 - 2022

• SVHSS PALEMAD PLUS TWO - COMMERCE March 2018

• GHSS MOOTHEDATH SSLC March 2016

JITTO SUNNY

PROFESSIONAL SUMMARY

I'm an experienced marketing executive and travel consultant with a proven track record of exceeding sales targets. Possessing excellent communication and negotiation skills, with the ability to build and maintain strong client relationships. Proactive and strategic thinker, adept at identifying opportunities for business expansion and implementing effective sales strategies to capitalize on them.

EDUCATION

- **Oriental School of Hotel Management,** 2019 - 2022
Wayanad (Affiliated to University of Calicut, Kerala)

Bachelor of Hotel Administration

- Focus on hotel management, food & beverage service, front office management, and event planning. Developed strong customer service skills, operational management knowledge, and problem-solving abilities in hospitality. Completed a research project on the impact of digital marketing in the hospitality industry, emphasizing online customer engagement strategies.

EXTRACURRICULAR ACTIVITIES

- Volunteered as part of the event planning committee at college festivals, organizing and executing cultural events.
- Analyzed various social media campaigns and their effectiveness in driving engagement and increasing brand awareness.

CERTIFICATIONS

- HP life Introduction to Digital Business Skills
- Digital Advertising Certification HubSpot Academy

SKILLS

- **Digital Marketing** : SEO basics, social media marketing, website creation, content creation.
- **Hospitality Management** : Guest relations, front office operations, event planning, food & beverage service.
- **Technical Skills** : Microsoft Office, Google Analytics (basic)

INTERNSHIPS

- COURTYARD BY MARRIOTT

Front Office Dept.
2021

LANGUAGES

- English
- Tamil
- Malayalam

WORK EXPERIENCE

- **Traverse Companion, Kochi** SEP 2022 - SEP 2023
Travel consultant
 - Client handling receiving and delivering phone and in-person messages.
 - Prepared MIS Reports to the management for evaluating the performance of the company.
 - Achieved sales targets and outcomes within the schedule.
 - Accounts Payable-Keeping track of all payments and expenditures, including purchase orders, invoices, statements.
- **Club Mirth, Kochi** OCT 2023 - DEC 2023
Office coordinator And Travel consultant
 - Successfully marketed and sold premium memberships to clients for the company.
 - Planned and organized memorable vacations for clients, ensuring their preferences and budget were carefully considered.
 - Assisted customers in choosing ideal destinations, accommodations, and activities tailored to their needs and interests.
 - Managed bookings, reservations, and logistics, ensuring smooth and stress-free travel experiences for clients
- **Triple I Commerce Academy, Kochi** APR 2024 - SEP 2024
Business Development Associate
 - Successfully converted 10 sales within a set target period by identifying and addressing client needs in academic programs.
 - Developed marketing and sales strategies to promote courses, enhancing lead conversion rates by 30%.
 - Fostered strong relationships with prospective clients, using effective communication techniques to nurture long-term engagement.
- **Traverse Companion, Kochi** OCT 2024 - DEC 2024
Office coordinator And Travel consultant
 - Managed client interactions and provided comprehensive travel consultancy. Ensured smooth daily operations and improved overall office productivity by automating routine tasks. Supported the marketing team in creating promotional materials for new travel packages, contributing to an increase in customer inquiries. Tracked customer feedback and utilized insights to adjust travel recommendations, enhancing customer satisfaction.

REFERENCE

Bejoy Judson
Traverse Companion, Kochi
Sales Manager
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