

ACHUT BHANDARKAR

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Career Objective

A results-driven management professional with a focus on profitability maximization and a career in sales and marketing with an excellent track record in strategic sales, advertising, customer service and marketing, seeking a senior management role in a dynamic organization to contribute accrued skills in charting a mutual growth path.

Attitude & Skills

- **Adaptability**: Being solution driven, I adapt and respond to the needs of the situation, client and market with an open mind and with ability and willingness to solve any issue amicably keeping in mind long term goals of the company towards sustainability and client loyalty.
- **Creative Problem Solving**: I examine situations from within, identify critical parameters, estimate long term benefits against short term cost and offer a decisive solution.
- **Strategic Thinking**: Rather than Thinking Out of the Box, I assume there is no box and work from this point. I maintain an open and flexible mind-set.
- **Excellent Communication & Interpersonal Skills**: I create an atmosphere reflecting my approachable nature. I listen patiently; observe attentively, use value based reasoning to offer choice advice. I also communicate my thoughts and deliver information at the level that it is needed and can be understood. I motivate when needed and take corrective action when it is called for.
- **Ability to Work Collaboratively & Under Pressure**: I work well in a Team and can Manage and coordinate one effectively. Excellent team building and leadership skills
- **Rapport**: I have an excellent rapport of 22 plus years with the travel fraternity in Bahrain at the management, front office and ownership levels. Among the Turkish community I am a household name due to my accessibility and reliability.
 - I am also very well known in the Turkish Airlines network as a dependable and reliable colleague and friend who is both willing and able to go the extra mile towards service delivery and solving any issues.
- **Information Distribution**: I believe in sharing knowledge in a way it can be understood and monitor the process to ensure the knowledge is used effectively and is transformed into reality. By training others I grow and through their Performance Reviews I evaluate myself. Analytical skills.
- **Strategic Sales & Marketing, Business Development, Advertising, Revenue Control**: Formulating business strategies based on competitor analysis and market intelligence to penetrate new markets, maximizing opportunities in existing markets by proper product evaluation, positioning and respective marketing campaigns.
- **Corporate Clientele Development, Business & Contractual Negotiations, Competitor Analysis**
- **IT related skills** (Adobe Photoshop, Graphic Design, MS-office, Internet applications, Technical Writing)

Professional Experience

April 1997 – Present: **TURKISH AIRLINES**, Bahrain – Manama

Regional Sales Manager - Bahrain

Objectives:

- Planning, and coordinating of sales and marketing activities relating to Turkish Airlines as a top quality product in the Gulf Market.

- Setting strategic goals to meet objectives while increasing market share, developing and localizing marketing plans and capitalizing on market opportunities by researching, analyzing and monitoring financial, technological and demographic variables.
- Liaising with corporate clientele and travel agents to promote products, effectively monitor and service individual and corporate needs, thereby maintaining market presence and a supportive relationship.
- Maintaining database for distributing newsletters to effectively update and inform all patrons and travel agencies about airline news, offers and events.
- Interacting with area management to oversee and analyse sales results, market research, and promotional activities.
- Formulating business strategies based on competitor analysis and market intelligence to penetrate new markets, maximizing opportunities in existing markets.
- Defining account strategy and developing account relationships with prospective client sources like travel agencies and corporate organizations.
- Continuously monitoring market competition towards launching and modifying strategies.

MANAMA TRAVEL COMPANY W.L.L. (GSA: TURKISH AIRLINES)

Manama, Bahrain

Travel Consultant (February 1993 - April 1997)

I worked as a dedicated staff of Turkish Airlines. Duties involve:

- Supervision of sales, reservation, ticketing.
- Consulting on travel to Turkey, Leisure travel and holiday packages.
- Assisting in administration and accounting duties and preparing flight reports.
- Responsible for designing newsletters, preparation and distribution product information and updates.
- Highly skilled in sales and various administrative duties.

DELTA TRAVEL AGENCY

Manama - Bahrain - Manama

Trainee (April 1992 - November 1992)

- Worked as a trainee, learning basic operations of a travel agency, including fare quotations and qualified on SABRE automated reservation and ticketing.

Education

PENNSYLVANIA STATE UNIVERSITY (December 1991)

COLLEGE OF AGRICULTURAL SCIENCES

University Park, Pennsylvania, United States

Bachelor of Science in Wildlife and Fisheries Sciences

BANGALORE UNIVERSITY (April 1988)

ST. JOSEPH'S COLLEGE

Bangalore, India

Bachelor of Science in Chemistry, Botany and Zoology

ST. JOSEPH'S COLLEGE (May 1985)

Bangalore, India

Pre-University Certification

Professional Courses and Seminars

1. **Travel Documents**, Turkish Aviation Academy. May 2020.
2. **Behaviour Analysis**, Turkish Aviation Academy. May 2020.
3. **Safety Management System**, Turkish Aviation Academy. May 2020.
4. **General Civil Aviation Security for Outstations**, Turkish Aviation Academy. May 2020.
5. **Security Awareness (Recurrent)**, Turkish Aviation Academy. May 2020.
6. **ATC Clot Delay Manager**, Turkish Aviation Academy. April 2020.
7. **Passenger Services (Airport Operations)**, Turkish Aviation Academy. September 2019.

8. **Information Security and Awareness**, Turkish Airlines. August 2019.
9. **Communication (Passenger Services)**, Turkish Aviation Academy. July 2019.
10. **Irregular Operations Communication System (IRROPS Link)**, Turkish Aviation Academy. July 2019.
11. **Station Information System (IBS)**, Turkish Aviation Academy. August 2018.
12. **Easy Ticket**, Turkish Aviation Academy. March 2018.
13. **Code of Ethics & Ethics Helpline Board**, Turkish Aviation Academy. September 2017..
14. **Security Awareness (Initial)**, Turkish Aviation Academy. August 2017.
15. **Non-Standard Fare Quotation**, Turkish Aviation Academy. March 2017.
16. **Occupational Health & Safety Management System**, Turkish Aviation Academy. January 2017.
17. **Importance of Customer Complaints & Complaint Management**, Turkish Aviation Academy. May 2016.
18. **Environment Management**, Turkish Aviation Academy. February 2016.
19. **Brand Awareness**, Turkish Aviation Academy. October 2015.
20. **Negotiated Space**, Turkish Aviation Academy. February 2015.
21. **Group Management System**, Turkish Aviation Academy. February 2013.
22. **ERP – MSS (Manager Self Service) Portal**, Turkish Aviation Academy. December 2012.
23. **ERP – ESS (Employee Self Service) Portal**, Turkish Aviation Academy. December 2012.
24. **Reservation & Ticketing 4**, Turkish Aviation Academy. October 2010.
25. **Star Alliance Strategic Seminar on Products & Applications**, Turkish Aviation Academy. February 2006.
26. **TROYA Electronic Ticket & Sales Reports**, Turkish Aviation Academy. February 2006.
27. **Diploma in Catering & Gourmet Cooking**, Thomson Education Direct, Pennsylvania, United States. October 2002.
28. **Automated Fare Quotation seminar**, Turkish Aviation Academy. October 1999.
29. **TROYA Automated Ticketing course**, Turkish Aviation Academy. June 1997.
30. **TROYA Automated Reservation**, Turkish Aviation Academy. April 1995.
31. **Diploma in World Geography, Air Fare Calculation and Ticketing**, IATA – UFTAA, Manama, Bahrain. December 1992.
32. **Diploma in Customer Service and Sales Skills**, Institute of Private Education, Manama, Bahrain. November 1992.
33. **Falcon Subscriber Automated Reservations and Ticketing**, Gulf Air, Manama, Bahrain. September 1992.

Personal Information

- Nationality: India
- Birth date: 25 May, 1967
- Marital Status: Married
- Number of children: two

Languages

Can confidently communicate and write in English, Hindi, Turkish, Arabic, Russian, Kannada and Konkani.

Socially Responsible Activities

As a dedicated volunteer with local NGO CleanUp Bahrain, my time and energy are engaged in creating and spreading awareness and generating ideas and resources to beautify Bahrain, increase plantation of trees and develop a more eco-friendly culture in Bahrain. Activities include collaborated and sponsored Beach Clean-Ups, Informative Talks, encouraging Daily Composting, Vermicomposting, Gardening, Up-Cycling and Recycling.

Leisure Activities and Passion

Gardening, Composting, Painting, Mosaic, Woodworking, Swimming, Healthy Vegan Cooking, Food Preparation and Distribution to Needy people.

Computer and Administration Skills

Highly skilled in Office and Administrative correspondence, Technical Writing, Airlines Related Computerized Operations, Database and Statistical Reports Generation, Reports Analysis.

References: To be provided on request.