APOORV AHUJA

Destination Manager

PROFILE

Motivated Destination Manager with a strong passion for supporting global education and student success. Organized, proactive, and skilled at managing training programs and resolving escalations efficiently. Dedicated to creating seamless experiences for international students by coordinating accommodation and university services across Europe. Experienced in driving operational excellence and fostering strong partnerships to ensure high satisfaction and smooth service delivery.

WORK HISTORY

Destination Manager, 10/2024 to Current
Global Education (GEDU) - Noida, India
Destination Manager – Global Education, Accommodation Services, Europe.

- Identified and recruited landlords to provide suitable and affordable units to students needs.
- Enhanced customer satisfaction by addressing and resolving accommodation-related issues promptly.
- Proven ability to learn quickly and adapt to new situations.
- Collaborated with local agencies to provide support services for students in need.
- Stayed informed about industry trends through ongoing professional development opportunities.
- Developed strong relationships with community organizations to promote available housing options and resources.
- Negotiated contracts with vendors, securing favorable terms while maintaining quality service provision.
- Maintained database of housing resources, landlords and management companies.

Business Development Manager, 06/2023 to 09/2024
Casita Student Accommodation

- Identified and capitalized on new market opportunities, resulting in a 80% increase in customer acquisitions
- Negotiated and secured key partnerships with industry-leading clients that generated Thousands in additional revenue.
- Established a new sales channel that increased sales by 60% within the first year of implementation
- Researched on number of properties in US/Canada which helped transform a new vertical for the organization.

Sales Executive, 04/2022 to 06/2023
University Living

CONTACT

Phone: +91-9873501208
Email: Apoorvahuja03@gmail.com
WWW: www.linkedin.com/in/apoorv-ahuja5889b4b1
WWW: Bold Profile

WEBSITES, PORTFOLIOS, PROFILES

- www.linkedin.com/in/apoorv-ahuja5889b4b1

SKILLS

1. Microsoft Office
2. Communication Skills
3. Ability to Work Under Pressure
4. Teamwork
5. Teamwork and collaboration
6. Customer service
7. Problem-solving
8. Multitasking

- Grew customer base by leveraging strategic partnerships and leveraging referral networks
- Collaborated with marketing team to design and launch successful campaigns that increased brand awareness by 30%
- Established and maintained productive relationships with decision-makers
- Compiled detailed reports on market trends and pricing analysis to inform clients of the current market conditions.

Customer Service Representative, 01/2021 to 02/2022
IEnergizer

- Resolved customer complaints in a timely and professional manner, resulting in a 90% increase in customer satisfaction ratings.
- Demonstrated strong problem-solving skills to identify root causes of customer issues and provide effective solutions.
- Resolved customer complaints in a timely and professional manner, resulting in customer satisfaction ratings

EDUCATION

Bachelors, Bachelors in Vocational Studies, 09/2020
GB Pant Institute of Technology

- Graduated with honors of bachelors in Business Administration with a first division
- GPA: 7.3CGPA