

CURRICULLAM – VITAE

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Objective:-

I am a Spanish bilingual and have been involved in various things related to Spanish. I have been closely working with the natives of Spanish during my different Jobs in multiple domains such as KPO/BPO, Market Research, VoIP Software Consulting and Sales, Travel Technology Solutions Consulting and Sales etc. My KRA always include Translation, interpretation and training with the companies I work with. This enhanced my understanding about Spanish and becoming fluent to help my students with their specific needs of learning Spanish. Apart of this I have been providing Coaching for Spanish from past 8 years which now has reached to a level where I help my students to learn Spanish in easiest way and becoming familiar with the Language.

Professional Qualification: Commerce Graduate with Certified Course in Spanish Language and more than five years of experience in Various Domains.

Other Qualification:

Knowledge of computer applications (CRM, Ms-word, excel, PowerPoint, internet etc.)

Work Experience Notes:-

1. Currently Working with Avani Cimcon Technologies Ltd. (TravelCarma) as BDM – Europe, USA & Latam from November 2013, where I am dealing with the Travel Industry Players such as Tour Operators, Consolidators, Wholesalers, Aggregates, Online and Offline Travel Agents, Travel Agencies etc for US, Europe and Latam.

My KRA includes Market Development, Brand Management, Product Establishment, Marketing Strategy Planning and implementation, generating and follow up on the leads, providing the product demo to the clients, business case preparation, proposal submission, negotiation, account management etc. Other than this I also take care of the translation part of the websites and associated product documents.

ACTL is a leading Travel Technology Solution Provider to the industry from past many years. We have expertise in various types of solution to cater the Travel Industry

2. Since 2007 operating center for learning Spanish named **U'n'I Education Services** where I offers 3 different courses for learning Spanish

Beginners Level - Duration of beginners level course is one month and two sessions a week of 90 minutes each. This course is designed and suitable for the students who want to learn the language as hobby and extracurricular activity.

Advance Beginners Level - This course is meant for the students who want to be more familiar and have adequate knowledge of the language to pursue for further studies in abroad or use Spanish as their career perspective. Duration of this course is 3 months with two sessions a week of 90 minutes for each.

Intermediate Level - Any students who want to achieve higher level of fluency and more in-depth knowledge and extensive exposure of Spanish language, they should opt for this specially designed course. Duration of this course is 6 months with two sessions a week of 90 minutes for each.

We at U'n'l Education Services use easy learning methods where the students not only learn the language but at the same time become more familiar with rich culture of Spain and South America.

3. In the year 2009 Joined Panamax Infotech Ltd. (Ahmedabad) as a Business Development Manager (Spanish Bilingual) for USA, Europe and Latin American Market as well as Spanish Trainer from November 2009 to August 2012.

- 2.1 Here my job role was to deal with the clients of different domains i.e. telecom, ISP, VoIP, Banks, Financial Companies etc. from Europe, USA and Latin America.
- 2.2 We were dealing with VoIP Telecommunication billing solutions, Mcommerce Solutions, Call Centers Platforms etc.
- 2.3 Lead Management, Understanding the requirements of the client, preparing business cases, providing the demos, preparing pricing quotation, Negotiation, consulting with the developer team etc. and offer the client a perfect solution.
- 2.4 Translation of the websites, documents and presentation of the products we were delivering for the Spanish speaking continents.

Related Work Experience Note: - With ACTL I hold the Business Development role for International Marketing of Travel Technology Solutions in USA, Europe and South America, being a Spanish bilingual I also manage to explore and extend business in South American market to do so I take care of the translation and interpretation work as well. While working as a Business Development Manager with Panamax Infotech Ltd. my KRA was to deal with the US & Latin American companies for Telecom, VoIP and Mobile Applications software sales. On the other hand I used to manage translation of websites, documents from English to Spanish and Spanish to English visa versa and was also involved into providing Spanish training to the employees of the company.

Personal Details:-

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| Father's name: | Mr. Prahlad Baheti |
| Date of Birth: | 20/08/1983 |
| Language Known: | Spanish, English, Hindi |
| Nationality: | Indian |
| Marital Status: | Married |
| Passport Status: | Yes |
| Hobbies: | Developing Language Skills & Listening Soft Music |
| Total Experience: | 9 Years |