

# ABHISHEK YESHWANT KARNE



## PERSONAL INFORMATION



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9th February 2002



23/4, Shri Nilgiri Soc, Laxmanrao  
Navre Nagar, B-Cabin Road,  
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Thane, Maharashtra



Abhishek Karne

## LANGUAGES KNOWN

- English
- Marathi
- Hindi
- Kannada

## INTEREST & HOBBIES

- Travelling & Trekking
- **Playing Musical Instruments:**  
Melodica, Keyboard, Bongo & Cajon
- Playing Chess, Cricket & Table Tennis
- Doing Research about New and Offbeat Travel Destinations.

## CAREER OBJECTIVE :

Driven by a strong desire to excel in the travel and tourism domain, I am seeking a dynamic role that promotes continuous professional development and growth. I aim to apply my academic knowledge and current work experience to make meaningful contributions toward achieving the company's objectives.

## EDUCATIONAL QUALIFICATION :

- **Masters in Tourism & Travel Management**, Garware Institute, University of Mumbai **(2022-2024) - A+**
- **Bachelors in Commerce**, Joshi-Bedekar College, Thane **(2019-2022)**

## WORK EXPERIENCE :

### 1) Contracting & Operations Executive

**MICEkart Pvt. Ltd (September 2024 - Present)**

- Led end-to-end execution of domestic and international MICE events for corporate clients.
- Managed vendor sourcing, rate negotiations, and contracting to ensure quality service within budget.
- Accountable for maximizing profit margins in the post-event P&L through effective cost management and vendor negotiations.
- Served as on-site tour manager and operational lead for each confirmed event of mine.
- Acted as a key liaison among clients, hotels, transport providers, DMCs, team building facilitators, merchandise suppliers, VISA agencies and internal teams.
- Designed customized itineraries aligned with client objectives.
- Built strong partnerships with hotel sales teams from brands like Taj, Marriott, Accor, and ITC.
- Managed logistics and on-ground execution, ensuring timely delivery and operational excellence across all elements of the event.
- Prepared logistics documentation including arrival-departure schedules, vehicle allocations, event checklists and rooming lists. Collected guest details through direct communication, updated and maintained Excel-based MIS sheets for each trip/event to ensure accurate and organized delegate information.
- Successfully led various group sizes and worked on destinations like Thailand, South Africa, Vietnam, Bali, Singapore, Kerala, Bengaluru, Goa, Shillong, etc for MICE movements.

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## WORK EXPERIENCE :

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### 2) Business Development Executive

**MICEkart Pvt. Ltd (March 2024 - August 2024)**

- Identified and approached potential corporate clients through web research and cold calling to generate new business leads.
- Arranged client meetings to present company credentials and showcase past event portfolios.
- Understood client requirements and secured event queries for the agency to pitch and convert.
- Facilitated agency empanelment with corporate clients to build long-term partnerships and receive repeat business opportunities.
- Converted new leads into bookings by nurturing client relationships and timely follow-ups.
- Managed payment follow-ups and collections post-event delivery.
- Worked with notable clients including Bharti AXA Life Insurance, Easy Home Finance, Reliance General Insurance, Godrej Security Solutions, L&T Finance, Blue Star, SBI General Insurance, Reliance Nippon, etc.

### 3) Intern at VEENA WORLD (Thane Branch)

**VISA & Sales Assistance (March 2023 - May 2023)**

- Carried out tasks like VISA form filling, Attending Guests and collecting required VISA documents.
- Preparing Covering & Tour Joining Letter
- Taking VISA appointments from VFS & BLS.
- Handled tourist visa processing for destinations including the UK, Schengen countries, Thailand, Malaysia, Singapore, South Africa, and Australia
- Assisted walk-in guests by providing detailed information on travel packages, to drive booking confirmations.

### 4) Freelance Trek Leader (March 2021 - July 2022)

Worked as a Free Lance Trek Leader in Maharashtra's Sahyadri Region for 25+ Group Treks with Mi Durg Veda, Trek Freak, Save Tours & Trek Bugs.

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## EXTRA CURRICULAR ACTIVITIES :

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- **DISTRICT LEVEL PRIZES (1<sup>st</sup> in Chess 2019, 1<sup>st</sup> in Softball 2019, 1<sup>st</sup> in Cricket 2018, 2<sup>nd</sup> in Ball Badminton 2019).**
- Travel Article got published in the 1<sup>st</sup> & 3<sup>rd</sup> editions of "TRAVWORLD" (2022 & 2023) - The Official Travel Magazine of Garware Institute (GICED) (Tourism Department).
- **GARWARE INSTITUTE (GICED) FOUNDATION DAY PRIZES (1<sup>st</sup> in Chess 2023, 2<sup>nd</sup> in Chess 2022).**
- **GARWARE INSTITUTE (GICED) SANSKRITI PRIZE (3<sup>rd</sup> in Creativity 2022).**

## CERTIFICATIONS :

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- **Certificate Course in Accounting** (Subjects covering - Ms Excel, Ms Word, Ms Powerpoint, Advance Accounting, Auditing, Tally, Taxation & Banking) (2023)
- **Certificate Course in Corel Draw** (2023)
- **National Service Scheme (NSS 2019-2021).**
- **Office Management & Life Skills (OMLS)** from American Indian Foundation (AIF) (2022)
- 'C' Grade in **INTERMEDIATE DRAWING EXAMINATION** (2014)