

# Travstore Campus Placement



# Travstore Factsheet

## History

Onetogo Phuket incorporated in 2011

Travstore Travel Management CO. LTD. incorporated in 2012

Onetogo Phuket merges with Travstore in 2013

## Offices

Head Office - Bangkok

Branch Office - Phuket

Up Coming Branch Office - Koh Samui

## Production

Pax /Year :15000 +

Events/ Year: 30

Client Profile: MICE, Leisure, FIT, Special Interest travel, Wedding Planners & Event Managers.

Key Markets: Asian, Middle East & Indian subcontinent



Tourism Authority of Thailand  
License No: 11/06885



amazing  
THAILAND



**THIS IS TO CERTIFY THAT**

**TRAVSTORE TRAVEL MANAGEMENT CO.,LTD.**  
(NO.03700)

is a qualified member of the  
**ASSOCIATION OF THAI TRAVEL AGENTS**

and is hereby granted this certificate under the conditions presented in its by laws.

2015  
MR. SOMCHAI HANYAWONGSE / ส.ร.ช. ๓๗๖๒๖ REGISTRAR  
MR. SINDIVACHIR CHEEWARATTANAPORN / ส.ร.ช. ๓๖๖๖๖ PRESIDENT

# ABOUT US

Travstore Travel Management Co., LTD is a destination management company in Thailand with offices in Bangkok & Phuket and now we will be adding Koh Samui to the list of our offices in Thailand. We are licensed by the Government of Thailand under Tourism Authority of Thailand and we have been in operations since 2012.

Over the last 4 years Travstore has grown rapidly and we have been able to build Travstore as a mid to luxury end focussed destination management company for Thailand. Today Travstore offers the widest coverage of Thailand to the India & Subcontinent travel agents. Apart from India, travel agents from GCC countries in Middle East, Egypt, South Africa, Singapore, Malaysia & Indonesia also utilize the services of Travstore for their Thailand bound customers.

Travstore has over 1500 directly contracted properties in Thailand and over 200 direct supplier contracts. We provide end to end services in Thailand which include accommodation, Tours, Transfers by road, ferry and air transfers, Helicopter services, Events, Weddings, Guides , Conferences etc.

Travstore is now catering to over 15000 pax a year from our various markets and over 70 percent of our transactions are with 4 and 5 star properties and this reflects our positioning and capabilities in the mid to luxury end market.

Our team is now over 35 staff strong and we have the advantage of having our back office in India at Pune which works 7 days a week from 9 AM to 9 PM. Our strengths are our strong Product Management Desk, Efficient Operations & Delightful Customer Care and Service on ground.

A testimonial of our services is the leading tour operations in India, Subcontinent, Middle East & South East Asia utilize our services. We are proud to mention that Chairman of Akbar Travel in India, Group CEO of renowned Zahara Travel Group Oman and more recently the Owner & Chairman of Al Rostamani Travel from Dubai have all chosen us when it comes to their personal holiday to Thailand.

In more routine daily course of business over 2000 travel agent partners engage with us to seek Thailand holiday packages and we bill more than 500 travel agents a year as clients.



# TEAM TRAVSTORE



**Sudhir Upadhyay**  
Founder & CEO.



**Kitsana Pulikkal**  
Co-Founder & Executive Director



**Rajesh Vadia**  
Director - Operations & Finance



**Nirun Nanna ( Nicky)**  
Director - Contracting & Product



**Nitin Bhardwaj**  
General Manager



**Malcolm D'Souza**  
General Manager



**Rubia Marispong**  
Branch Head , Phuket



**Wonganu Na Talang (Pai)**  
MICE Manager



**Mustafa Teliya**  
Manager - Products & Key Accounts



**Javed Shaikh**  
Manager - Product & Marketing



**Watanyu Aramsiprasert (Ice)**  
Manager Operations



**Ganesh Shinde**  
Asst- Manager Products



**Preeti Dubey**  
Manager- HR



**Meghasham Waykar**  
Technical Analyst



**Ganesh Gaikwad**  
Graphics Designer



**Pramod Koth**  
Operations Executive



**Sarandeep Kaur Uppal**  
Assistant Operation Manager



**Nilesh Ranuse**  
Senior Accountant



**Karatthip Srisunannut (Nim)**  
Operations Executive



**Praewpan Thongdang (Bell)**  
Operations Executive



**Tauseef Faujdar**  
Operations Executive

& many more ..

At Travstore, you'll find employees who are on more than a career path, they are on a journey. You'll find people here are creative, passionate, curious, agile and engaging. We've had to be in order to grow from a small startup to one of the Leading Destination management company in Thailand over a span of just a few years. Join us, and you won't just be along for the ride, you can help steer our success.



# TRAVSTORE TIMELINE



2012

- Incorporated in June 2012 in Bangkok, Thailand
- DMC for Thailand
- Customer operations & call centre office – Pune 2012

- Travstore Take overs Onetogo, Phuket & Merges operations in 2013

2013



2014

- Entry into GCC countries – 2014

- 10000 Room Nights in first 6 months of 2015
- Entry into Vietnam & Myanmar Markets
- JV with Stallion Tourism LLC (Dubai)
- DMC for Dubai – August 2015
- Upcoming office – Koh Samui 2015

2015



Dubai



Koh Samui



You won't just hear our values; you will see them in the people you work with every day. Doing the Right Thing is an important aspect of Travstore Travel management's value-driven business structure. The model for success we follow is a simple Formula: The Right People doing the Right Things, wisely investing the time creating more value for customers and indirectly creating a niche brand identity for the company.

# OUR VALUES





## PRODUCT & SERVICES



## KEY MARKET



# BENEFITS

Travstore ensures that every employee is recognized and given many opportunities for career development. Our employees receive excellent compensation, a comprehensive benefits package, and the opportunity to make a difference through a variety of projects.

- Medical insurance
- Casual holidays, vacation and sick leave
- Flexible and alternative work schedules
- Long-term disability insurance
- Professional development reimbursement
- Performance and career development programs
- Frequent company social activities & opportunities to Give back to the community
- Great clients and projects



# LIFE AT TRAVSTORE



- Travstore proudly employs a team of professionals who are experts in their field and possess a passion for their work. Travstore's core purpose is to provide a culture that focuses on the needs of our people. We seek to energize and challenge by maintaining a supportive and team-oriented spirit. The success of our team validates Travstore's commitment to our standards of unrivaled quality and ethics.
- At Travstore, you'll be part of a diverse, driven team of people whose experiences and successes are real. We believe new hires and interns who join our team should be able to immediately immerse themselves in hands-on, challenging exploration and development projects so they contribute from day-one. We treat each of our employees as an important asset.

- Helps you drive and keep pace with change. Travstore give you opportunities to expand your knowledge of the emerging technologies, trends, and related business services that are changing the way people work, customers engage, and businesses thrive.



- Has the atmosphere of a start-up with the opportunities and gives you a platform to explore your creativity. Travstore gives you the chance to work side-by-side with world-class hotels and leading travel agencies across the globe giving you a world class exposure.

- Travstore gives you an opportunity to grow along with the organization. Streamline your career on a right track.



- Employee engagement: It's not all just work. We get our employee involved in various activities which helps to avoid work burnout.



- Reward & Recognition: We recognized the right work and do reward the employee from time to time.



- Travstore helps to enhance your skills set by giving value add on training.



- And off course opportunity to travel



## We're looking for the Right People who are knowledgeable in these disciplines and more:

- » Travel & Tourism Industry
- » Basic business etiquettes
- » Basic computer knowledge (Excel, powerpoint, email etiquettes)
- » Able to prioritize, manage time and work to deadlines.
- » Excellent command of English skills in writing, listening & reading
- » Flexible and a positive outlook with professionalism
- » Problem solving
- » Being responsible, proactive and able to work in teams
- » Outgoing personality, energetic and willing to work hard
- » Strong Networking skills
- » Great persuasion and closing skills



# TESTIMONIAL

Travstore is innovative, fast paced and customer driven...

Cooperative co-workers and a conducive environment that helps one to grow technically, creatively and personally.

- Mustafa

I joined Travstore as Asst. Manager with Marketing department. The organization gave to gave a platform to explore my creativity & develop management skills. They are very serious about growth organizational & personal both.

- Ganesh Shinde

A place where people really matter, where life is celebrated and lives are enriched through authentic, refined and extraordinary learning experiences.

- Khun Pai



# PROJECTIONS

Travstore is in growth phase and we expect the robust growth of around 200% in current fiscal.

We are adding UAE & Singapore to our portfolio which will be very important arm of our business model.

Our B2B online business portal is projected to be top revenue yielding business arm for Travstore with targeted revenue in excess of USD 50 Million within next 5 years

We have more than 2000 travel Agent partners, we have a target of having more than 5000 travel agents over next 18 months for re-selling Travstore holiday products.

Our another business vertical, Tour Pirate is day tour selling portal. Which will be marketed world over, in very near future it will be one of the top tour selling web portal in Thailand & Dubai.



# FEW OF OUR HOTEL PARTNERS





# CONTACT US

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