

AASTHA AGARWAL

TRAVEL DESIGNER

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Professional Summary

- Dedicated and passionate Travel Consultant with a robust background in travel design and operations, currently **leveraging hands-on experience at Jugni Travels** (India's leading solo women travel company)
- Proven ability to **initiate and manage new travel projects**, with strong financial acumen having **experience in budgeting, financial projections**, and compliance with financial regulations.
- Known for **excellent negotiation skills, operational efficiency**, and a keen eye for detail.
- Seeking a **dynamic role in Travel Design**, open to opportunities in Delhi-NCR or remote locations.

Core Competencies

Trip leading	Negotiations and Budgeting	Operational Management	Segment Expansion
Website Coordination	Project Leadership	Financial Management	

Work History

Travel Consultant and Manager (Operations)
Jugni Travels – Delhi

May 2023 to Present

Trip Leading:

- Managed and **led trips to Andamans, Bhutan, Meghalaya, Arunachal**, Udaipur, etc. with an upcoming trip to Kenya.

Operational Management:

- Streamlined the workflow **through automation of operations** and improved efficiency by reducing the admin costs.
- Increased the **topline by ~ INR 77 Lakhs** by initiating new trips and bringing new clients across various international and domestic destinations.
- Improved the **profitability of the Company by ~ 14%** by achieving a **saving of ~ INR 8 Lakhs** by coordinating with various service providers to streamline the logistics.
- Negotiated **group airfares, managed bookings, & ensured accurate visa processing** for Finland, Japan, Indonesia, Dubai, Spain, Kenya, Turkey, Azerbaijan and Georgia.

Website Coordination:

- Liaised with the development team to **implement website changes for ensuring user-friendly navigation** and handled mid-office tasks for launching the products online.
- Briefed the graphic design team to **create visual content that align with the brand's vision** and promotional needs.

Segment Expansion and Project Leadership:

- Launched a **new travel segment focusing on mother and child travel**, expanding Jugni's market reach.
- Released and executed the "**Parinama Yoga and Wellness Retreat**" in Kerala, focusing on **women's wellness and conscious travelling**.
 - Secured a sponsorship for the same **worth ~ INR 1 Lakh** by onboarding **six wellness brands**, including Bliss Club (India's leading fitness wear brand).
 - Boosted the **international presence of the company in the wellness and travel sectors** by engaging a lifestyle influencer as an instructor for the retreat.
- Introduced **new products for the Company including Japan, Finland, Andamans**, Bir, Udaipur, Pondicherry, Arunachal, Kerala, Rishikesh, Ranthambhore, and Tirthan diversifying Jugni's travel offerings.

Financial Management:

- Managed financial operations, **including monthly projections, trip-wise profit and loss statements, and budgeting** for both domestic and international trips.

- Handled **GST and TCS collections, ensuring compliance** with financial regulations.

Manager (Operations)

Jan 2023 to May 2023

Evolve Beings – Delhi

- Conducted **sales and promoted travel packages** to clients, achieving significant sales targets.
- Designed and scheduled travel plans, **including retreats and custom itineraries**, for destinations such as **Goa and Bali**.
- Planned and executed retreats, **ensuring all aspects of travel, accommodation, and activities** were seamlessly organized.
- Coordinated with local vendors and service providers to **deliver high-quality travel experiences and exceptional customer service**.

Law Associate

Dec 2022 to Jan 2023

Supreme Court – Delhi

- Worked under **Advocate Udai Khanna** handling **17 Supreme and High Court cases**.

Own Business

Jan 2021 to Present

Sell not Hoard – Delhi

- Established and **managed a successful socks business**, overseeing **all aspects of operations** from production to sales.
- Handled **international and domestic shipping**, ensuring timely delivery and customer satisfaction.
- Developed and **implemented marketing strategies** to promote the brand and increase sales.
- Maintained **inventory management, quality control, and vendor relationships** to ensure high- quality products.

Education

LL.B.

Faculty of Law, University of Delhi - Delhi

Marks: 62.9%

08/2019 - 08/2022

Post Graduate Diploma in International Law & Diplomacy

Indian Society of International Law - Delhi

Published 4 research papers.

11/2019 - 11/2020

B. Com.

Kirori Mal College, University of Delhi - Delhi

Marks: 7.05 CGPA

01/2016 - 06/2019

Internships

- Policy and Legal Research, Member of Parliament (Lok Sabha) 12/2021 - 02/2022
- Judicial Intern, Patiala House Court 10/2021 - 11/2021
- Legal Intern, Chambers of Advocate Manoj Swarup & Co (Supreme Court) 09/2021 - 10/2021

Extra- Curricular Activities

- President, Dance Society o KMC College, DU - *Led a team of 25 dancers and won various tournaments at National Level including inter dance competitions organized by IIT Guwahati, IIT Bombay and similar.*
- Volunteer at Robin Hood Army - *Food distribution among underprivileged people.*

Languages

- English, Hindi