

FOUNDER **PROFILE**



Dheeraj Ranjan Kumarr

Founder & Director, Balitrip Wisata





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A visionary with over 25 years in the global travel ecosystem, Dheeraj has built a travel enterprise that bridges India and Bali through innovation, trust, and execution excellence. Today, Balitrip Wisata is one of the most respected and fastest-growing DMCs for Bali in the Indian subcontinent.



CAREER JOURNEY



2000 – 2014

Corporate Travel Career

Worked with industry leaders like Carlson Wagonlit Travel (CWT), FCM Travel, BCD Travel, and STIC Travel Group

Built strong foundations in corporate travel management, global travel processes, and client delivery

2014 – Entrepreneurial

Invited by Bali Tourism Promotion Board (BPPD – Badung) to manage their first India Sales Mission

Successfully executed roadshows starting from Jaipur, expanding to 4-city India missions yearly

Present Journey Begins

2015

Entrepreneurial Journey

Appointed Honorary India Representative for BPPD Badung - Bali Tourism Promotion Board

Represented premium Bali brands in India:

Double Six Luxury Resort Seminyak

Blue Zea by Double Six

Downtown Villas

Bali Safari & Marine Park

2016 – 2019

Entrepreneurial Journey



Founded Balitrip Wisata

Unique Positioning:
100% Indian-owned DMC in Bali

Co-leads the Bali operations with Bapak Herdy D. Sayogha, former vice Chairman of BPPD

Pioneered Flight-Inclusive Departures, GIT/FIT Operations, and Experience- Centric Bali Travel, Luxury, FITs .

2015

Entrepreneurial Journey



INNOVATIONS & ACHIEVEMENTS



Launched **balitrip.online**

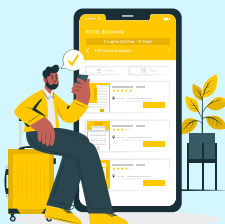
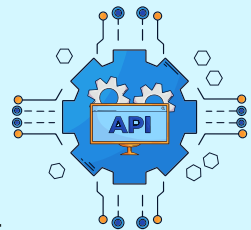
India's first B2B Bali portal with hotel, land, and flight booking modules

1500+ agent signups

One of the most-used Bali portals in the Indian B2B space

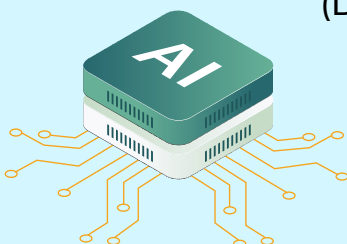


Direct API Integration
with airlines like VietJet



Real-time departure visibility
and direct booking flow

Fixed Departures across India
(Delhi, Mumbai, Ahmedabad, Kolkata)



Building AI-powered modules for
itinerary customization and live contracting

VISION FOR THE FUTURE

“We’re not building a DMC.
We’re building an enterprise. A structure that scales.
A platform that simplifies. A culture that lasts.”



BALITRIP MAHARAYA CIRCLE

A personal brainchild of **Dheeraj**

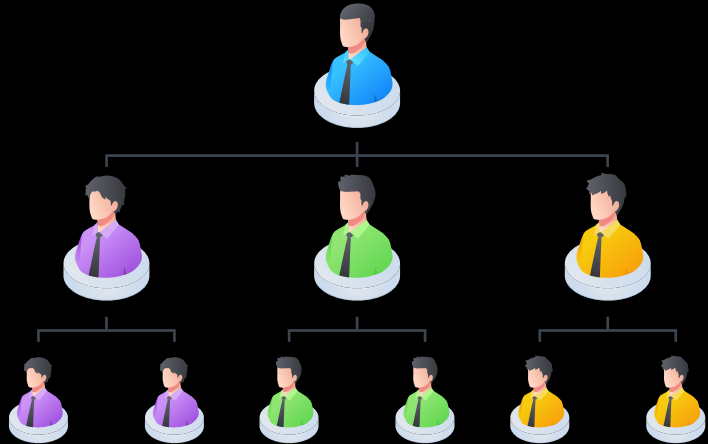
Dedicated to super-luxury, niche,
and experiential Bali travel

Focus on villa exclusivity, high-end dining,
curated yachting, and personalized
guest experiences

Launching June 2025



LEADERSHIP BACKBONE



India Leadership

- Shilpa Srivastava, Co-founder
- Heads HR & India operations
- Brings balance, people-focus, and consistency across the business

Bali Leadership

- Bapak Herdy D. Sayogha, Managing Partner
- Industry veteran, 40+ years in Bali travel
- Ensures operational excellence and local alignment

Total Team Strength:

- India: 75+ staff
- Bali: 30+ staff
- Own transport fleet, contracting team, airport reps, GROs





THANK YOU