

Shobhit Dubey

Team Manager

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Career Objective: Aiming to work in a firm with a professional work driven environment where I can utilize my experience & skills for the growth of the organization and thereby enhancing progress into a senior management position within the organization. I am therefore keen to find a new and suitably challenging role within a market leading organization.

Area of Expertise

- Operation & Sales Management
- Sales & Business Development
- CRM & Customer Service
- Project Management
- Business Planning & Strategy
- Training & Skill Development
- Talent Acquisition
- Banking Services
- Prop-tech Services

Professional Synopsis

- Azuro by Squareyard**
Sales Manager (Sales & Operation), Sep 2020-- Presently.
I have been involved in growing the company from inception to driving overall direction and vision to the company, I manage the demand generation, Marketing, Strategic alliances. I have a sales and business development mindset with a balance of technical consulting expertise.
- Fastfox.com, Gurugram**
Team Manager (Sales & Operation), Jan 2019-- Jan 2020
Worked as Team Manager for Gurugram responsible for handling the team assigned under various projects such as Prepaid Rental, Open House Rental & Owner Acquisition as well as The Branch model.
- Fino Payments Bank, Bangalore**
Team Leader (Customer Acquisitions Group), June 2017 –Jan 2019
Worked as Team Lead Head for Karnataka responsible for handling manpower of 50+ working under various projects such as ICICI, BPCL, DBS EKYC & KOTAK KYC. Responsible for making sure that any gaps in performance or quality are quickly identified and addressed. Producing accurate reports on team performance for Assistant Vice President.
BPCL & MERCHANT PROJECT (12 --Manpower)
Development Bank of Singapore E--KYC Project (Manpower --38)
KOTAK Bank & Scripbox.com E--KYC

4. **Productivity Council, New Delhi**
Project Coordinator, Feb 2015 – Feb 2016

- Worked for Bureau of Energy Efficiency's Project "Identification of New Industrial Units in Pulp and Paper sector under the PAT Scheme Cycle " under National Productivity Council, New Delhi as Engineer for Relation & study.
- Worked for Indian Trade Promotion Organization (ITPO)'s project "Manpower assessment, Cadre Review & Recruitment Rule Study." Under the National productivity council as Project Associate, since June 2015 to Feb 2016, Responsible for assessment of manpower. Cadre review & recruitment rule study, drafting privacy policies and structuring commercial transactions including business plan & strategy development

Academic Qualifications

- 10th Passed from U.P. Board, Allahabad in 2008 with 53.67 %.
- 12th Passed from U.P. Board, Allahabad in 2010 with 58.00 %.
- Completed B.Tech (EEE) from Uttar Pradesh Technical University in 2014 with 64.58%.

Technical & Personal Skills

Operating system and Software's

Good understanding of Microsoft windows operating system upgraded series. As well as office applications such as open office, and MS office, remote logging, outlook 2007.

Hardware Awareness

Practical knowledge of computer and network assembly, function and technical trouble--shooting.

Personal Skill

develop

Superior multitasking talents, with the ability to manage multiple High--priority assignments and solutions to challenging problems.

Personal Details

- **Father name** Rameswar Dubey
- **Date of Birth** 03/Sep/1993
- **Address** 9B/9, First Floor, Kishangarh
New Delhi-110070
- **Languages known** Hindi and English.
- **Strength** Analytical ability, Self Initiative, Proactive Good interpersonal Skills, relevant industrial experience with good technical Background.

Declaration: I hereby declare that all the information provided in my resume is correct to the best of my knowledge.

Place: New Delhi, India

Date:

(SHOBHIT DUBEY)