

SUNNY DUBEY

Contact: +91 9104788283 | **Email:-** sunnydubeyforever@gmail.com
B-19, Siromani Apartment, Bapasitadam Chowk, New Naroda, Krishnanagar, Ahmedabad (Gujarat)

CAREER RECITAL

To be part of highly dynamic environment where I can exploit my inner potential & impart best of my knowledge for the development of the respective organization.

KEY SKILLS

Dedication, Quick Learning, Multi-tasking, Business Development, Sales, Marketing, Network Management,

Lead Generation, Research & Development, Brand Management, Market Research,

Client / Customer Relationship Management, Client Coordination, Relationship Building,

PROFICIENCIES EXPLAINED

- Self-Starter and Fast Learner with a Positive Attitude regarding goal direction, diligent, smart worker, strong analytical skills.
- A Bold Person full of determination who believes in accomplishing right goals at the right time.
- Proficient in building record of success in research and development activities, strategies and solutions that generated revenue growth
- Ability to apply findings in a way that will be beneficial to the company
- Flexibility & Sincerity at Work with strong belief in the Doctrine of Optimism and Law of Average
- Willingness to learn, Innovative, Patient, People-oriented
- Ability to pick up new skills quickly.

EDUCATION QUALIFICATION

Examination	Institute/School	Board / University	Year of passing
B.COM	R.A Bhavan's Seth Commerce College, Ahmedabad	Gujarat University	2015
HSC	Raghunath High Secondary, Ahmedabad	GSEB	2012
SSC	Gyangita Vidhyavihar, Ahmedabad	GSEB	2010

Job Description:

- Demonstrate & explain Jio value proposition.
- Acquire Jio customers
- Work on specific outbound activities.
- Ensure best onboarding experience to a customer.
- Meeting and completing all the formalities with strict adherence to processes.
- Ability to resolve customer queries/issues.
- Ensure acquisition targets is met.
- Demonstrate all Jio products and services to customer
- Collect consumer feedback/suggestions

Speedway Yamaha - Sales Representative**(May 2016 - October 2016)****Job Description:**

- Selling products and services to the customers
- Ensuring the process to build good relationships with clients
- Demonstrating and presenting the products in a good way
- Demonstrate Yamaha products and services to customer
- Strong determination to get succeed in sales
- Sensibly approach with the motivation to achieve targets.

Projects - Godfrey Phillips India Limited**Bisleri - Sales Executive (August 2015 February 2016)****Job Description:**

- Responsible for preparing good presentations for clients to attract and approach
- Responsible for taking purchase orders
- Identifying the customer needs and try to give them best solution
- Handle the tasks of explaining various computer products, conduct demonstrations and explain the benefits of the product
- Demonstrating and presenting the products information and services

Intel - Sales Representative (October 2014 to May 2015)**Job Description:**

- Responsible for preparing good presentations for clients to attract and approach
- Responsible for taking purchase orders
- Identifying the customer needs and try to give them best solution
- Handle the tasks of explaining various computer products, conduct demonstrations and explain the benefits of the product
- Demonstrating and presenting the products information and services

ForSquare - Sales Executive (February 2014 to August 2014)

Job Description:

- Manage sales activities of dealers to generate revenue.
- Coordinate with dealers to create and execute business plans to meet sales goals.
- Manage sales pipeline, forecast monthly sales and identify new business opportunities.
- Communicate up-to-date information about new products and enhancements to partners.
- Assist in marketing activities such as advertisement, campaigns and other promotional activities.

OTHER SKILLS

- Operating Systems - (Windows 8.1, Windows 7, Windows XP)
- Software - Microsoft Office, Tally
- Internet Surfing, Basic Computer Skills

OTHER INFORMATION

- Playing outdoor games like Cricket
- Socializing & Meeting new people to grow contacts and build Network
- Linguistic Proficiency in English (Currently Improving), Hindi, Gujarati

INTEREST

- Dance, Travelling
- Graphic Design, Business Development
- Communication Skills Development, Personality Development
- MBA

PERSONAL DOSSIER

Date of Birth	–	30-10-1993
Marital Status	–	Single
Mother's Name	–	Savita Devi
Father's Name	–	Dhiraj Kumar Dubey