

SAHIL DUBEY

• Mumbai, Maharashtra

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SKILLS

- Client Communication, Managing Expectations, Negotiations, Financial Tracking, Requirement Gathering.
- Verbal and Written Communication, Presentation Skills, Prioritization, Meeting Deadlines, Flexibility
- SQL Server 2014 & 2019, Crystal, Dev Report & Grid Report
- B2B ERP and Mobile App Sales. Textile, Mining and FMCG Domain Knowledge
- Domain Handling (Reseller Club and Internet Information Services)
- After Sales Services
- Customer Relationship Building
- Multi - tasking, Multi – roles, Team Management
- Timeliness, Decisive

EXPERIENCE

SAB INFOTECH SOLUTIONS PRIVATE LIMITED, Mumbai • PROJECT MANAGER (12/2022) – Present

- In this role, I work with Inside Sales and Marketing Team, in which they provide me the prospect lists of the client for the new business opportunities. I showcase our product which is particularly a desktop based ERP and a mobile app. I show the demonstration and presentation to the prospect's management and various departments on behalf of the company and gather requirements and prepare the flowchart of the organization of the client and accordingly prepare document and make tentative quote, negotiate and close the deal.
- Working in various domains, I am specialized in Textile and Garment, Mining, FMCG and other verticals too.
- I also see the additional features of the ERP as the system of the organization is complete customizable in which client can integrate as many modules and reports he requires in the smooth functioning of his organization.
- I also take the feedbacks and reviews from our existing client, prepare testimonials for the marketing team to improve the after - sale services as our product is an AMC based.
- Once the deal is negotiated and closed, I lead a team of 5 – 6 engineers in which I allot them the work and develop the software or app according to the requirements and provide to the client on a given time frame. As, the app is a B2b product, I provide the resources, do meetings and give training them to use them accordingly and make it user – friendly for them.
- I am also associated in preparing the brochures, flyers, pamphlets. Managing the exhibition and other marketing activities for the organization.

- Apart from the above mentioned ERP and mobile app, I am also involved in providing Data of our clients in such a manner to other sources as they also opt for third – party applications and software for their organization such as CAD system, dashboards, B2c mobile apps, etc.
- Maintaining Client Relationships by visiting them and building trust and informing about the upcoming and advanced features.

SAB INFOTECH SOLUTIONS PRIVATE LIMITED, Mumbai • SQL DEVELOPER (12/2022) – Present

- With a technical background during my academics, I joined this organization as a SQL Developer. Here, SQL is used for data retrieval which generally involves inventory, production, manufacturing and accounting. As a SQL developer, I develop entry modules form, masters, reports, sdl files of the ERP system.
- Proactively retrieves data through DQL, DML and DDL commands for better viewing of the data in a meaningful manner. Involved in handling complex data for creating BOM, generating RM Stock, Intermediate Stock, FG stock, etc.
- As and when client requires data, I use to provide data to them accordingly using the own in – house built CRM system where getting their queries resolved and done.
- Apart from being a SQL Developer, I also look into domain handling of our mail system, SSL Certificate issuing and renewing. Also, looking after the Internet Information Services (IIS) of the organization website and hosting of materials.
- Conduct training for the clients to prepare grid reports in detailed and summarized form also to extract the meaningful data to analyze using their sales, purchase, stock, investment, articles, etc.

MT EDUCARE LTD., Mumbai • CENTER ADMINISTRATOR (01/2022) - (09/2022)

- Managed day – to – day activities, record keeping and reporting to the appropriate heads.
- Assisting and following up with sales head of the branch to maintain overdue and prospects of the leads.
- Involved in after sale services, such as solving grievances, scheduling the meetings, lectures, informing the concern persons and maintaining balance between support staff, administrative staff and teaching staff.
- Maintaining the absenteeism data and academics details in the software, conducting exams, availing the lecture halls, scheduling the lecture with coordination with teaching and non – teaching staff.
- Counseling of students of ICSE, CBSE and State Board Students related to academics, personal, parental, etc.
- Coordinating with Finance team and other third party fin care organizations with related to PDC's, EMI's, one – time payment and maintaining the branch petty cash, stationeries and extra expenses.

EDUCATION

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| • SAVITRIBAI PHULE PUNE UNIVERISTY, IMRT (NASHIK) - MBA - IT | Year (2021) |
| • UNIVERSITY OF MUMBAI, NAGINDAS KHANDWALA COLLEGE - BSC – IT | Year (2018) |
| • MAHARASHTRA STATE BOARD, DURGADEVI SARAF JUNIOR COLLEGE - HSC (SCIENCE) | Year (2015) |
| • MAHARASHTRA STATE BOARD, St. George High School - SSC | Year (2013) |

ACHIEVEMENTS

- SEED IT Idol – Mumbai, 2017
- Participation in Indian Development Foundation (NGO)
- Committee member of College: HOD

PERSONAL DETAILS

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| • Date of Birth: 05 th October 1997 | • Gender: Male |
| • Marital Status: Unmarried | • Linguistic Proficiency: English, Hindi, and Marathi |

DECLARATION

I declare that above mentioned information is correct up to my knowledge and I am responsible for the correctness of the particulars.