Shoaib Kalebudde

Product Manager

CONTACT ME

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📍 Hubli, India

KEY SKILLS

- Communication Skills
- Product Management
- Leadership Skills
- Market Insights
- Project Strategies
- Leadership

TECHNICAL SKILLS

- Microsoft Office (Excel, Word, PowerPoint)
- Tally

LANGUAGES

- English
- Kannada
- Hindi
- Urdu

PROFILE

Experienced and effective Business Development Manager bringing forth valuable industry experience and a passion for management. Results oriented with a proven track record of improving the market position of a company and maximizing opportunities for financial growth. Adept in analytical thinking, strategic planning, leadership, and building strong relationships with business partners.

EDUCATION

Master's in Business Administration, Institutional of Business Management & Research

- August 2014 July 2016

Bachelor of Commerce, Oxford College

- July 2011 June 2014

Commerce, Higher Secondary School Hubli

- July 2009 June 2011
- Graduate with First Class in PUC

EMPLOYMENT HISTORY

Product Manager at Muthoot Securities Ltd, Hubli

July 2019- Present

As a Product Manager at Muthoot Securities Ltd, I led the development and implementation of various product strategies and initiatives. I collaborated with cross-functional teams to define product roadmaps, identify market opportunities, and drive product enhancements to meet customer needs and improve overall business performance.

- Led the development and implementation of various product strategies and initiatives.
- Collaborated with cross-functional teams to define product roadmaps and identify market opportunities.
- Identified and drove product enhancements to meet customer needs and improve overall business performance.
- Evaluated market trends and competitor offerings to ensure the competitiveness of our products.

Assistance Sales Manager at Reliance Life

January 2018-July 2019

As an Assistant Sales Manager at Reliance Life, I played a key role in driving sales strategies, managing sales teams, and implementing effective sales processes. I utilized my leadership and communication skills to motivate and guide the sales team, resulting in increased sales performance and customer satisfaction.

- Played a key role in driving sales strategies and managing sales teams.
- Effective sales processes to optimize sales performance and customer satisfaction.
- Motivated and guided the sales team to achieve and exceed sales targets.
- Collaborated with cross-functional teams to ensure seamless execution of sales initiatives.

IRDA,Insurance Institute of India

March 2023 April 2024

Extra-curricular activities

Top Performance Award at Muthoot Group, Kochi
April 2022 March 2023
Got Appreciation award from Managing Director of Muthoot Group for being Top Performer in VI

Senior Relationship Manager at Exide Life

June 2017-January 2018

As a Senior Relationship Manager at Exide Life, I built and maintained strong relationships with clients, provided personalized financial solutions, and contributed to the growth of the client portfolio. I leveraged my expertise in financial products and services to address client needs and ensure high levels of customer satisfaction.

- Built and maintained strong relationships with clients to foster client loyalty and retention.
- Provided personalized financial solutions to address specific client needs and goals
- Contributed to the growth of the client portfolio through effective relationship management.
- Ensured high levels of customer satisfaction through proactive communication and service delivery.

Key Relationship Manager at Reliance Life, Hubli

July 2016-May 2017

- Established relationships with key customers and stakeholders to drive sales and develop new business opportunities

INTERNSHIP

Brand Awareness at Micon Engineers, Hubli

June 2015-August 2015

- Created and implemented a promotional strategy that increased brand awareness by 75%