**SHASHANK DUBEY**

**Mobile : 9582632782 ~E-Mail:**dubey071290@gmail.com

**Location Preferences:** Delhi, Gurgaon, Faridabad, Jaipur, Rajasthan, NCR,U.P& North India.

**CAREER OBJECTIVE:** A responsible position in a reputed organisationwhere exists an opportunity to contribute through my interpersonal skills.

**SYNOPSIS**

* Handling **Industrial Marketing** to stimulate growth and realise organisational objectives.
* Abilities in **Channel Sales Marketing/Direct Sales Marketing**& **Operations.**
* Well versed with Marketing Management, conceptual knowledge of marketing tools.
* Keen interest in updating self about industry and economic trends in Indian and International markets.
* Gathered fair understanding of **Customer Satisfaction** and **market research** functions.
* Adaptable and a **quick learner**; possess **skills to work under pressure**.
* Been proactive and focused as a student and professional.
* Possesses strong Future planning, interpersonal & Managerial skills.

**ACADEMIC QUALIFICATIONS**

* **B.Tech (Electrical & Electronics Engineering)** from **GLA Institute of Technology and Management** Affiliated to **GB Technical University**,Lucknow with aggregate 67.06% in 2012.
* **HSC** from KSI College, Ballia**U.P. Board**with aggregate 71.20% in 2007.
* **SSC** from P.M.H.S.Vidyalaya, **U.P. Board**with aggregate 66.16% in 2005.

**COMPUTER PROFICIENCY**

* Well versed with **MS Office (Excel, Word, Power point).**
* **Basic knowledge of C**
* **Internet Application**
* **Ladder language Used in PLC Program.**

**ORGANISATIONAL EXPERIENCE**

* **Working with Vashi Electricals Pvt. Ltd. Gurgaon as a Relationship Manager from Dec 16.**
* **Key Responsibilities:**
* Targeting verticals in sectors like Automotive, Electrical Contractors, OEM’s, CPM’s etc. in the assigned Area.
* Generating leads and B2B sales to achieve targets and generating revenue for the company.
* Maintaining client relationship through phone, meetings, and professional networks or through mail.
* Using Salesforce application to follow the SJP.
* Daily reporting by Salesforce.
* Doing weekly and monthly review for achieving our targets.
* Industrial marketing.
* Promoted our products in Industry.
* Daily Punchin/Punchout by Zing HR Application.
* Collection of Payments, C-forms, D1, D-forms from the Customers.
* **Worked with Navitas Green Power (Fuel Management) Pvt. Ltd. (SAR Group)Gurgaonas a Sales Executive from Feb 15 to Nov. 16.**
* **Key Responsibilities:**
* Targeting verticals in sectors like Small Boiler's Industry, Rotomoulding Industry, FMCG's, Powder coating etc. in the assigned Area.
* Generating leads and B2B sales to achieve targets and generating revenue for the company.
* Researching the target market as per the currents and align our services as per the market need.
* Maintaining client relationship through phone, meetings, and professional networks or through mail.
* Maintain good relationship with dealers.
* Identifying prospective clients, thereby achieving business targets.
* Actively monitoring all incoming inquiries from customers related to order, preparing quotations service jobs and Agreement papers.
* Doing an agreement with clients.
* Preparing DSR and give monthly forecast to our seniors.
* Industrial Marketing
* Mapping and make strategy.
* Promoted our product in Industry.
* Meeting with clients.
* Done agreement with customer.
* Manage the distributer.
* Solving customer problems.
* Preparing Sales funnel.
* Worked with **Electric & Machineries Traders Gurgaon**(Industrial Authorised Dealer of Siemens, Havells, BBL, Kirloskar, GE, and many more in Delhi, Haryana& Rajasthan),as Sales Engineer from **Dec ’13 to Feb 15**
* **Key Responsibilities:**
  + Industrial marketing.
  + Handling gurgaon , Faridabad, Bawal, Neemrana Area
  + Handling a team.
  + Mapping & make the strategy.
  + Promoted our Products in Industries.
  + Got order & provide the Materials.
  + Provide the knowledge of fitments.
  + Provide the quotation.
  + Solved Customer Problems.
  + Solved the payment issues.
  + Payment Collection.
  + Report to Business Head.

**BEYOND CURRICULUM**

* Deputy co-ordinator of **SPANDAN’11** at collage level.
* Won 1st prize in Sketching organised by **‘SYNAPSE’** at collage level.
* Won 2nd prize in **RANGOLI** event at collage level.
* Member of **Tech Colosseum’09** organised by **ABACUS** in association with **CSI** at collage level.
* Member of organising committee in **SPANDAN’09** at collage level.
* Captain of school cricket team.
* 1st prize in quiz competition in 2001(10th level).
* Participated in various cultural activities at collage level.

**Skill Sets**

* Self Motivated, Goal-Oriented, Problem solver.
* Quickly absorb and retain new information and procedures.
* Keen interest in updating self about industry and economic trends in Indian and international markets.

**PERSONAL VITAE**

* **Date of Birth:** 7th December1990.
* **Sex:** Male
* **Nationality:** Indian
* **Marital status:**Unmarried
* **Present Address:** House No. – G.F. 5, Plot No.- 545/169,169A, Bhati Apartment, Yadav Cable

Street, Heera Nagar, Gurgaon (H.R.)

* **Permanent address:** Village +Post- Husenabad,Dist.-Ballia (U.P.)

Pin- 277202

* **Contact No.:** 9582632782

Date : Place : (SHASHANK DUBEY)