


## CURRICULAM VITAE

**Praveen Dubey**

Mobile :-  7415101826  
 8989873454



**Current Resi :- Shubh City Madhav Nagar  
Katni M.P. (483504)  
Email: Praveendubey256@gmail.com**

---

### **OBJECTIVE**

**To work for a better organization with job satisfaction and give the best of services to the demands of the same and keep up the expectations with hard work and endurance.**

### **EDUCATION QUALIFICATION**

- **MBA Running At RDVV University Jabalpur (Marketing And Finance) \_**
- **Graduated in Bachelor of Arts B.A (2016-2018)**
- **Sr. Secondary From Mp Board Of Secondary Education (2014)**
- **High School From Mp Board Of Secondary Education (2012)**

### **WORK EXPERIENCE**

- **Idea Cellular Limited (Jabalpur M.P) March-2016 To October-2017 (As a Customer care Executive).**
- **Reliance Jio Pvt. Ltd. (KOTMA M.P) April-2017 To November -2018 ( As a Jio Point Manager ).**
- **Hinduja Leyland Finance Tractor vertical (Dindori M.P) July-2018 to March-2019 (As a Sales and Collection Officer).**
- **Axis Bank Ltd As a Relationships Officer Vertical Commercial Vehicle & construction Equipment. (Jabalpur) 2019 to Aug 2021. (As a Relationship Officer Sales And Collection ).**
- **Sundram Finance Ltd (Used CV and CE) Sep\_2021 To Sep\_2023 (As a Senior Sales and Collection Officer).**

## **JOB PROFILE:**

- Interact regularly with DSA CP to set targets & achieve required sales for CV& CE
- Recruitment, Handling and grooming of the DSA CP in presentation & selling skills.
- Training for competence development of DSA CP.
- Provide inputs to develop marketing strategies and marketing support to Sales Staff (DSA).
- Driving Sales Processes.
- Ensure the flow of accurate and complete information for customer proposals.
- Ensure processes within the “steps-of-sale” are managed effectively and efficientl.
- Provide market intelligence in term of business, product & proposal.
- Ensure all reports are consistent in quality: accurate, complete and on time.
- Achievement of targets: penetration and cross sell.
- Monitoring performance of Branches in terms of key drivers i.e.
- Timely Update Information Of All Scheme.
- Marketing Activity And Analysis Competitor Plans And Marketing Activities.
- Contributed Value....Volumes / Profitability / Expenses / Losses.
- Understanding & management of Credit Risk, Pricing and Risk measurements.

## **LANGUAGES KNOWN**

- English, Hindi

## **HOBBIES**

- Traveling
- Listening To Music

## **STRENGTHS**

- Eager To Learn, Adaptable, Punctual.

## **PERSONAL INFORMATION**

- Father's Name : Narayan Prasad Dubey
- Mothers Name : Mamta Dubey
- Date Of Birth : 25<sup>th</sup> Jun 1997
- Marital Status : Married

**Dated:** .....

**Place:** .....

**Praveen Dubey**  
**(Signature)**