

OM PRAKASH DUBEY

omdubey66@gmail.com

9554541717

Prayagraj, U.P 211003

Summary

Seeking a career to utilize my knowledge, personal skills to gain comprehensive understanding at a reputed organization so as to take responsibility and contribute significantly. A dynamic professional having management degree with marketing knowledge. Having interest to make career in Sales and Marketing. Possess Knowledge in implication of new policy for the new business development and marketing of products. Proven skills in managing teams to work with the corporate set parameters & motivating them for achieving business and individual goals. Strong interpersonal skills and the ability to deal effectively with a diverse group of individuals. Well versed with applications in MS Office (Word, Excel & Power Point).

Skills

Experienced sales and business development professional with strong expertise in **sales planning, space selling, and corporate event planning**. Proven ability in **collecting sponsorships**, conducting effective **sales calls**, and handling high-stakes **client meetings**. Skilled in promoting **CSR training programs**, consistently meeting **sales targets**, and managing **Sales MIS & reporting**. Technically proficient with **MS Office tools, internet-savvy**, and experienced in **hardware supervision**. Knowledgeable in **buyer and seller finance facilities**, enabling end-to-end deal facilitation.

Experience

Larsen & Toubro Ltd. (SuFin) - Assistant Manager

Varanasi, U.P — 03/2022 - Current

- • Preparing necessary presentation material for meeting with customer.
- • Attend the meeting with sales team and discuss the target and if issue then resolve asap.
- • Time to time meet with clients and discuss about their business and provide services.
- • Identify the customer and their requirements and build relation with them.
- • Meeting with clients and explain our products and proposals to promote their business through our platform.
- • Proven ability in Team management and good trainer for new operation initiates.

- • Financial Deals & Solutions: Creating and providing financial deals and solutions to assist channel partners with equipment funding, working capital (BNPL), and finance options.
- • Strategic Planning: Collaborating with sales and marketing teams to develop and implement channel finance strategies aligned with organisational goals.

India Mart Intermesh Ltd. - Assistant Manager

Delhi NCR — 03/2018 - Current

Company Overview: www.indiamart.com

- • To generate revenue for the organization by achieving the assign target.
- • Acquire new client in the specified region.
- • Develop proposals and presentations for client meeting as necessitated.
- • Create and maintain cordial professional relationship with the client through regular interaction.
- • Preparation of periodic sales report, including daily activity matrix and calls/follow up made.
- • Collect market intelligence and send to the senior management.

Infocom Network Pvt. Ltd (Tradeindia.com) - Assistant Manager

Delhi NCR — 07/2017 - 03/2018

Company Overview: www.tradeindia.com

Big League Lifestyle - Senior Sales Manager

Delhi NCR — 12/2015 - 07/2017

Company Overview: www.bigleaguelifestyle.com

- • Generate package of domestic and international tour.
- • Create and assess a business marketing strategy.
- • Set up and deliver sales presentations, product/services demonstration and other sales action.
- • Achieving and exceeding the sales target on a continuous basis.
- • Sales Planning and strategy.
- • Leads generation.
- • Sales Calls and client meetings.
- • Target Achievement.
- • Sales Reporting.

CSR VISION - Sales Officer

Delhi NCR — 07/2015 - 12/2015

Company Overview: www.csrvision.com

Education And Training

- • 01/2015 — Master Of Business Administration (MBA): Marketing & HR — Ajay Kumar Garg Institute Of Management, Ghaziabad
- • 01/2013 — Bachelors Of Arts — CSJM University
- • 01/2010 — Higher Secondary Education — UP Board
- • 01/2008 — Senior Secondary Education — UP Board

Accomplishments

- • Certified as best organizer in BUDGET CONCLAVE in AKGIM.
- • Attended Entrepreneurship Workshop 'Fundamental of Venture Creation' at AKGIM, Ghaziabad.
- • Attended GMA Convention in March 2014.
- • 1st in BRAINIAC-14 (Business Quiz) at AKGIM.
- • 1st in business game 'team it up' in AKGIM.
- • Workshop of SEBI on 'Financial Education for Working Executive'.
- • MBA Co-ordinator for Saksham 2014.
- • Organised cultural activities and games in college and awarded by Best Organiser.
- • Participated in intra college cricket match competition.
- • Member of Discipline committee in college as DC HEAD of MBA Department.

Languages

- • ENGLISH
- • HINDI

Personal Information

Date of Birth: 09/25/93 Marital Status: Married

Management Projects

SALES PROMOTION STRATEGY OF RESIDENTIAL AND COMMERCIAL SPACE - To study of strategies followed by real estate sector for sales promotions of residential and commercial spaces.