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# *KRANTI KUMAR DUBEY*

# *Krishna vatika, D/304 09601606061 (MOBILE)*

*New Karelinaug, (New VIP road)*

*Baroda (Gujarat)*

***Email: krantilife@gmail.com***

# *OBJECTIVE:*

*I would like to work in an organization that would provide me wide exposure and experience to ample my opportunities for growth of my career and skills.*

***CORPORATE EXPERTISE:***

***Jan 2009 till date******NIFA******(****NATIONAL INSTITUTE OF FINANCE & ACCOUNTS****)***

***Baroda , Ahmedabad (Gujarat)***

***Designation REGIONAL MANAGER (2012 TO TILL TIME) GOVT VERTICAL AND RETAIL BOTH SEGMENT.***

***2007-Till Jan2009 NIFA, New Delhi***

***Company Name NIFA (An organization excelling in the field of Finance &***

***Placements)***

***Designation CENTRE MANAGER***

***Job Profile***

* *To maintain and increase the revenue collection.*
* *To check and maintain the level of student satisfaction time to time.*
* *To give training to the team members including counselors, sales executives etc.*
* *To manage and execute the details of sales team.*
* *To plan different strategies of sales promotion****.***
* *To participate in monthly review meetings and understand the budget and revenue schemes of the centre and the company at large.*
* *To guide and support the students at the time of their training with solutions to the problems they face.*

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* *Counseling parents and handling inquiries for new admissions*

* 1. GYAN DEEP ACADEMY, Lucknow (A Five yrs old institution imparting training in different languages)

***Designation BUSINESS CO-ORDINATOR***

***Job Profile***

* *To increase the number of admissions and thus to develop growth.*
* *To plan and prepare the fee structures.*
* *To execute the marketing strategies.*
* *To plan and execute for the recovery of funds.*
* *To maintain the monthly growth report.*

***PROFESSIONAL ACHIEVEMENTS***

***NIFA (NATIONAL INSTITUTE OF FINANCE & ACCOUNTS.***

* ***BEGINNING FROM THE INCEPTION OF THE ORGANISATION*** *ACHIEVEMENT OF A TURNOVER OF Rs.1.10 cr –A MARKING PERFORMANCE IN THE FIRST YEAR OF OPERATIONS (in Delhi)*
* ***HIGHEST STUDENTS ENROLLMENTS IN THE MONTHS OF AUG’08 SEP’08*** *with an average of more than 200 students.*
* ***PER CUSTOMER REVENUE INCREASED*** *UPTO 15% IN THE SECOND YEAR OF OPERATIONS i.e. in the FY 2009-2010*

***PROFESSIONAL SKILLS***

* *Utilization of internet and computer software tools for gathering information and processing data.*
* *Organized and systematic planning.*
* *Handling the entire team to generate Constant output****.***

***EDUCATION QUALIFICATION***

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* ***SSC Passed From Allahabad School Education Board in 2004.***
* ***HSC Passed From Allahabad School Education Board in 2006***
* ***B.Com passes From Lucknow University (Lucknow) in 2009***

***Other Qualification(s)/ Certification(s)/ Programme(s) Attended***

* ***CPA(CERTIFIED PROFESSIONAL ACCOUNTANT) from NIFA Lucknow centre.***
* *Skilled in both* ***Manual*** *as well as* ***Automated Accounting Software****.* ***(Tally, MS-Excel, Power-Point, Word etc.***

*PERSONAL INFORMATION;-*

***DATE OF BIRTH: - 03 August’ 1987***

***REFRENCES: - ON REQUEST***

***CURRENT SALARY DRAWN: RS 7 ,50,000 CTC***

*SALARY EXPECTATIONS: - AS PER COMPANY NORMS*

***TIME REQUIRED TO JOIN: 1 Month***

***NATIONALITY --- INDIAN***

***Permanent Address***

***Kranti Dubey C/o Devender Dubey***

***Vill/Post— Chainpur Gullowra***

***Teh— Belthra road***

***Dist— Ballia***

***Pin--221715***

*DATE: -*

*PLACE: -* ***Vadodara*** ***KRANTI KUMAR DUBEY***