



KRANTI KUMAR DUBEY

Krishna vatika, D/304

New Karelinaug, (New VIP road)

Baroda (Gujarat)

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09601606061 (MOBILE)

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.*
- *Counseling parents and handling inquiries for new admissions*

2006-2007

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

- 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

REFERENCES: - 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
DUBEY

KRANTI KUMAR