**SHUBHAM**

**Email:** **shubham-397430@gulfjobseeker.com**

**Visa Status: On Visit Visa**

**CAREER OBJECTIVE**

**To emerge as a competent professional with continuous learning, dedication and hard work, adding value to the organization’s success and growing with it.**

**KEY SKILLS**

* **Effective Communication Skills**
* **Organizing Skills**
* **Management Skills- including time, event, project management**
* **Analytical And Observation Skills**

**COMPUTER PROFICIENCY**

* **Proficiency in MS-Office – Outlook, Access, Word, Power point, Excel**

**ACADEMIC QUALIFICATION**

|  |  |  |  |
| --- | --- | --- | --- |
| **Qualification** | **College/Institution** | **Year of Passing** | **Percentage** |
| **MCOM -1** | **Mumbai University** | **2018** | **40%** |
| **BMS** | **KES Shroff College, Mumbai University** | **2016** | **60%** |
| **HSC** | **Shankar Narayan College, Maharashtra** | **2013** | **56%** |
|  | **Board** |  |  |
| **SSC** | **Mother Marry English High School,** | **2011** | **66 %** |
|  | **Maharashtra Board** |  |  |

**WORK PROFILE**

1. **Worked as an Assistant Manager**

**About the Organization:**

**It is one of the leading Banking Firm in India. It has specialization in tools such as Home Loan, Mortgage, Project Funding, Business Loan, Home Loan Balance Transfers, etc. It has almost 294 network offices all over India.**

**Duration: From March, 2018 to March, 2020 Job Description:**

* + **Handling Home Loan Finance, Loan against Property and Resale Loan Cases, Home Loan Balance Transfer Cases with Cross Selling of value added services.**
	+ **Handled the complete process from Generating leads to Disbursement of the Product.**
	+ **Understanding clients Requirement and accordingly framing of Loan Model and projection.**
	+ **Co-ordinating with risk, sales, product, collections and operations departments.**
	+ **Communicating with client in the course of Personal Discussion and their credit evaluation.**
	+ **Working with a dedicated team along with reporting directly to the Higher Authority and Correspondence with key personnel at the borrowers’ and at the lenders’ end.**
	+ **Assisted in a deal involving overall sanction and disbursement of over INR 300 million**
	+ **Also dealt in selling other products like Value added services , Insurance and other products valuing over INR 8 million**
1. **Worked as Sales and Marketing Executive In One World Tours: About the Organization:**

**One World Tours is a fastest growing Destination Management Company with a widespread network through its sister concerns and sub agents. They organize all the tours with all the leading education body in India and conduct the education tours.**

**Duration: From August, 2016 to December, 2017 Job Description:**

* + **Handling sales and marketing along with the customer relationship**
	+ **Handled the Meeting and presentation in the Converting clients**
	+ **Understanding clients Requirement and molding the tours as per their requests**
	+ **Co-ordination with all the departments for proper sales and services**
	+ **Communicating with client in the course of Personal Discussion**
	+ **Working with a dedicated team along with reporting directly to the Directors**

**PERSONAL DETAILS**

* **Hobbies & Interest: Travelling, Playing Sports, Listening Music**
* **Languages known (Spoken/ Written): English, Hindi, Marathi**
* **Date of Birth: 11th August, 1995**
* **Marital status: Single**