



SHUBHANSHU GUPTA

SOURCING MANAGER

PROFESSIONAL SKILLS

- MS office (Excel, Word, Power Point)
- Power BI of Microsoft
- Data analysis
- Market Research

PERSONAL SKILLS

Domain:

- Knowledge of Marketing: Sales & Strategic management.

Interpersonal / Soft Skills:

- Decision-making Skill, Sociable person.

Personal Characteristics:

- Kindness and sincerity, self-disciplined, consistent & hardworking.

INTEREST

Worked with NGO (Khwaab Welfare Foundation) from Bilaspur (C.G.)

CONTACT

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SOCIAL

www.linkedin.com/in/shubhanshugupta55/

OBJECTIVE

To continuously enhance my knowledge, skills and experience by getting involved in challenging work environment and utilize them for personal and organizational growth to the best of my ability.

WORK EXPERIENCE

Justo Realfintech Pvt. Ltd. (January 2023 - Present)

Sourcing Manager, Pune, Maharashtra

- Evaluate Channel Partner needs and Build Productive Long-lasting relationship
- Achieving the set targets given by management before deadlines
- Identify good channel partners in the market, connect on regular basis and promote projects to them
- Preparing weekly, and monthly MIS of site walk-ins, through respective channel partners and keeping track of it

4B Network Pvt. Ltd. (January 2022 - January 2023)

Channel Manager, Pune, Maharashtra

- Engaging with the channel partners through meetings.
- Driving site visit and revenue generation through them.
- Managing the CP bucket and ensuring a healthy relation with them.

Eureka Forbes Ltd. (May/2021 -July/2021)

Marketing Intern, Pune, Maharashtra

- Designed the brochure for aqua guard product.
- Conducted Market research and analysis the data to identify the competitor for the company in aqua guard domain.
- Led the campaign to promote the aqua guard product.
- Created the strategy to sale the product better than the competitor.

CERTIFICATIONS

- Introduction to public speaking.
- Presentation skills: Design Presentation Slides.
- Excel Skills for Business: Essentials.
- Excel Skills for Business: Intermediate 1.

EDUCATION

COURSE/ DEGREE	SCHOOL/COLLEGE	YEAR OF PASSING	CGPA/PERCENTAGE
PGDM (Marketing)	Indus Business School-IIEBM, Pune (M.H.)	2020-2022	6.98 CGPA
Bachelor of Commerce	Rabindranath Tagore University, Bhopal (M.P.)	2019	65.30%
HSC	New Little Flower H S School, Bilaspur (C.G.)	2016	39%
SSC	Maharishi Vidya Mandir School, Bilaspur (C.G.)	2014	5.4 CGPA