

Raj Shekhar Gubbala

Inspiring People!! Aspiring Life!!

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Objective:

Seeking a senior profile in Global Training, L&D, Scrum Master, and Business Analyst, Strategic or Project management in any industry where I can contribute my knowledge, and experience towards the growth of the Organization.

Professional Summary:

A Training Professional with MBA in HR, with an overall of 20+ years' diversified industry experience, worked at various levels of Corporate and Project management teams. Adept at managing large scale training projects and deliveries.

Skill Forte:

- Areas of Training: Sales, Service & Spare Parts, Product, Process, Soft Skills, Leadership, Life, General & Health Insurance, Induction Programs, Boot Camps, Behavioral, Customer Service, Banking & Financial, Products & Business Development Strategic Trainings at all levels.
- Skill Development: Coaching and Mentoring, On-Job Training, Talent Assessments, and Training Games.
- Other Activities: Psychometric Type Tests, Financial Planning, Mutual Funds advising, Process Audits and Wealth Management.

Organizational Experience:

- ❖ Mudra Mission Financial Services – Supporting Partner (April'20 till date-1.10 Years Pune/Hyderabad (WFH)
Responsibilities: Customers and Operations management for the Company. Employee management and sales generation. Consulting customers on various financial products.

Automobile: Years spent 7.3 years

- ❖ Novo Consulting – Sales Coach | March'20 to March'20 -1 Month | Hyderabad (closed due to Covid'19)
Project: Royal Enfield
Responsibilities: Identifying premium dealerships and coach the sales team to develop skill set, improve process and Customer satisfaction.
- ❖ Strategic Learning Solutions – Senior Training Specialist | July-2011 to Sept'19 - 8.5years | Hyderabad/Jaipur
Projects: Tata Motors Ltd. and Fiat India Ltd. Mahindra & Mahindra (Segment: PV, LCV)
Responsibilities:
 - Key role player in new car launch product training and national skill assessments programs for sales teams.
 - Conducted Boot camps and TTT's.
 - Demonstrated abilities in capability building and managing all training activities for dealership manpower across the locations in various divisions like Sales, Service and Spare Parts, which resulted in reducing the attrition rate up- to 30-40% and business growth of 12-15% YOY.
 - Worked on various projects like EXCEED, RSDCE, SANKALP, Digital tools to strengthen the Sales Process and customer experience.

Insurance: Years spent 11.8 years

- ❖ Training Consultant Edventus Training Pvt.Ltd., NIS Sparta, ICICI Prudential Life Insurance, Pune
- ❖ ICICI Prudential Life Insurance – Life Insurance Advisor, Pune
Clients: India First Life Insurance, Bharti Axa, Aviva, Birla Sunlife, Reliance Life, Met Life, Future Generali, HDFC Standard Life, LIC, Andhra bank, Bank of Baroda.
Responsibilities:
 - A complete 50hrs of IRDA pre-agent licensing training on IC-33 for various clients, product, process, sales development, retirement solutions and Tax Planning. Many new products launched.
 - Promoted as regional trainer to handle the training operations of Reliance life insurance for their bank-assurance channels across pune division.
 - Maintain MIS and track record of advisors to complete their Sprint & Race Programs.
 - A certified Life Insurance Advisor from IRDA.
 - Procurement of Life Insurance business thru different promotional activities & generating leads.

