

CURRICULUM VITAE



JINJU THOMAS JOHN

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Objective

To work in a growth oriented and promising environment, where I can contribute my knowledge that would help to reach the Organization's and my personal goals

Educational Information

Course : Bachelor of Computer Application.(Course Completed)

University : M G University

Year : 2005-08

Work Experience

➤ 7 Years wide experience with institutions having repute counselling /Marketing/Forex.

Indian School of Business Management & Administration -(Dec 2008 to Feb 2010)

ISBM paves a path to early success in life through its fast track short duration correspondence courses. These courses consist of concepts and case studies that provide broad exposure to relevant business concepts and management specifics. This helps them to get started as "Managers" by enhancing their productivity, capability to formulate business policies, strategies and their implications for the organisation. My key responsibilities includes counselling and

marketing the students, handling the cash and cheques in connection with course fee, exam fee etc. and solving problems related to the students

AEC Business School- (Mar 2010 to Sept 2012)

AEC Business School is an initiative of Melewar Academia group of Malaysia AEC Business School offers courses which are closely pertinent to the career of the students, through innovative teaching methodologies and industry exposure, have made education through AEC Business School more meaningful and contemporary as AEC Business School follows international pedagogical principles and ethos. The prime objective of AEC Business School is to devise educational process beyond the traditional classrooms and deliver instruction and training to geographically diverse audiences nationally and internationally. My key responsibilities includes counselling and marketing the students, School Visits, Arranging Seminars

IDBI Bank Ltd - (Oct 2012 to Dec 2013)

IDBI Bank Ltd. is a Universal Bank with its operations driven by a cutting edge core Banking IT platform. The Bank offers personalized banking and financial solutions to its clients in the retail and corporate banking arena. My designation is Senior Business Development Officer and my key responsibilities includes,

- Targeting prospective clients through cold calling, data calling, and activities.
- Acquiring liability products like CASA, FD, RD, and Demat A/C.
- Acquisition of resident / nonresident customer for the bank.
- Cross sell and up sell products to existing customers & build portfolios.
- Cross-selling asset products like HL, MF, GL, Insurance, Lockers.
- Handling customer queries and providing information as per defined standards.
- Suggesting and recommending clients the appropriate financial products as per their need.
- Closing deal and providing best services to the customer.

Behzad Trading Enterprises W.L.L(Qatar, Doha) - (2014 July to 2015 Jan)

Leading supplier of engineering products in Qatar. Established in 1972, Behzad trading enterprises has emerged one of the leading companies in Qatar for the supply of mechanical, electrical and instrumentation products. My designation is Delivery Co-ordinator.

Joy Alukkas Money Exchange - (2015 June to 2016 Sep)

- Worked as Branch Operations Assistant,
- Conducting calls to Client site (mainly Banks in area wise) from which the business potential is identified & generating deals from them (Retail, Bulk purchase , TTs)
- Monthly follow up calls & Visits to client site to retain the relationship.

Weizmann Forex Limited - (2016 Sept- 2017 Sept)

- Worked as Senior Marketing Executive, mainly concentrating in Business Development Section.
- Conducting calls to Client site (Banks, Travel Agents, Overseas Educational Consultancy etc) from which the business potential is identified & generating deals from them
- Monthly follow up calls & Visits to client site to retain the relationship.

R.R.SEN & BROS. (P) LTD - (2017 Sept to 2018 Jan)

- Worked as Senior Marketing Executive, mainly concentrating in Business Development Section.
- Conducting calls to Client site (Banks, Travel Agents, Overseas Educational Consultancy etc) from which the business potential is identified & generating deals from them
- Monthly follow up calls & Visits to client site to retain the relationship.

VITAZIA CONCEPTS PVT LTD (Feb 2018-to Present)

- Worked as Business Development Manager on an insource project of Vitazia Concepts called “BEST OFFERS”.
- Monitoring of Data and Mails without losing Confidentiality and without violating the Electronic Communication Privacy Act .
- Quote preparation and follow up of prospective leads
- Frequent follow up of each and every clients over phone and visit once in every week.

Personal Information

Age & Date of Birth : 30 years, 6th March 1988
Fathers Name : K.T.John
Gender : Male
Religion : Christian, Latin Catholic
Languages Known : English, Hindi, and Malayalam
Nationality : Indian
Hobbies : Reading, Listening to Music,Sports.
Address : Kalapurakal House,
Varekatt Road,Ponnurunni
Vyttila PO-682019

I hereby declare that the above information is true to the best of my knowledge

Place : Kochi

Date :

JINJU THOMAS JOHN