

**Albin Kuriakose**Date of Birth: 10<sup>th</sup> Jan 1992Email: [albinkavalil@gmail.com](mailto:albinkavalil@gmail.com)

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**Qualification: MBA****Specialization : Marketing & Operations****Academics**

Course	Institute & University	Year of Passing	Aggregate Percentage
MBA	Rajagiri College of Social Sciences, Kochi	2016	70
B.A.	St. Thomas College, Pala	2014	82
H.S.C.	Chavara International School (ICSE)	2011	72
S.S.C.	Chavara International School (ICSE)	2009	84

**Work Experience****ICICI Securities Ltd****Feb 2017 to Aug 2018 – 18 months****Designation- Senior Relationship Manager**

Worked as Senior Relationship Manager in the Kaloore branch of ICICI Securities. Reporting to the Chief Branch Manager the profile was primarily Sales in nature. Major responsibilities include:

- Maintaining continuous client relationship through frequent market & portfolio updates.
- Fix up & execute 3 Client Meetings daily
- Major KRAs include Equity, Mutual Funds, Life Insurance, Revenue etc.

**Projects & Internships**

- **Reliance Communications Pvt Ltd**

**April 2016- May 2016- 2 Months****Topic-** A Study on Factors Affecting Choice of Data Cards

The study was conducted in Kochi. A sample of 100 respondents was chosen for administering the questionnaire. In this study Non Probability Convenience Sampling Design was used.

- **ITC Grand Chola Chennai**

**Internship- April 2015- May 2015- 2 Months**

The ITC Grand Chola is a luxury hotel in Chennai owned by ITC Hotels Division. It is the third largest hotel in India after Renaissance Mumbai Convention Centre Hotel and Grand Hyatt, both in Mumbai. My responsibilities included Client Visit, Data Entry, Handling MIS like Sieble, Opera etc.

**Positions of Responsibility**

- Elected as the **Class Representative** to the College Union (St. Thomas College, 2013-14)
- **Editorial Board member** for College Newsletter.
- Volunteered in Rajagiri College events- **Infore 2014, National Thanksgiving day** etc.

**Achievements & Recognitions**

- Attended training programme by **SHRM** (Society For Human Resource Management)
- Awarded for Highest **Mutual Fund Net Sales** in Kerala Cluster of ICICI Securities.
- Won Regional (Kerala, RoTN) level contests in **Mutual Fund sourcing** by ICICI & Reliance AMC.

**Certifications**

- **Diploma in Computer Applications** offered by St. Thomas College, Pala. (MS Word, Excel, PowerPoint, Adobe PageMaker, Adobe Photoshop, Flash)
- **NISM AMFI Series IV Certification**
- **IRDA Composite Insurance Advisory Certification.**