

ANOOP ANIYAN MATHEWS



ABOUT ME

Reliable business professional with 9 years of experience in sales and business development within financial services industry. Seeking a full-time job in human resources as HR Executive to widen my horizons thereby contributing to the growth of company and self.

PERSONAL DETAILS

Passport number : S4730746
Holder of UAE Driving license : 3844350
Date of Birth : 12-03-1986
Nationality : Indian
Marital Status: Married
Gender : Male

HOW TO CONTACT

T : +91 9447398751
E : anoop398751@gmail.com
A : Karingattil Thekkethil,
Thumpamon P.O, Kerala, India

PERSONAL SKILLS

- Team player
- Organized
- Great Time Management
- Pragmatic
- Fast Learner
- Highly motivated

PROFESSIONAL SKILLS

- Highly skilled in Negotiating and Marketing of all Banking related Retail products and services.
- Known for Building & Retaining Customer Relationships and trust.
- Well versed in recognizing customers' financial requirements and cross selling deposit products in accordance with the requirements.
- Demonstrated ability in achieving Effective Referrals and maintaining relations constantly
- Teleconsulting
- Strategic Thinking

CAREER OVERVIEW

SENIOR SALES OFFICER

FIRST ABUDHABI BANK (FAB) | Jan 2017 - Nov 2020 | Dubai | UAE

- Assist sales team to acquire customers.
- Provide ideas to improve the programs and develop new strategies/products to enhance program profitability.
- Researching the market and related products and services.
- Accountable for daily sales targets and Lead management.
- Conduct market competitive analysis for product positioning.
- Responsible for sales/acquisition of products across all sales channels.
- Listening to customer requirements and presenting appropriately to make a sale of the facility.
- Update management with market feedback to take appropriate steps forward.
- Improving sales and bottom line profitability.
- Account marketing strategies to drive overall business unit, growth and profitability range.

RELATIONSHIP OFFICER

NATIONAL BANK OF RAS AL KHAIMAH (RAK BANK) | Jun 2015 - Jan 2016 | Dubai | UAE

- Relationship building.
- Providing trade facilities like LC, TR, STL and PDC Discounting.
- Presenting the product or service in a structured professional way, face to face.
- Preparing proposal reports that include the degree of risk involving extending credit or lending money.
- Analysis on customer income estimation report.
- Pitching the product according to the business module of the customer.
- Negotiating the terms of an agreement and closing sales.
- Challenging any objections with a view to getting the customer to buy.
- Reviewing our own sales performance, aiming to meet or exceed targets.

HR EXECUTIVE

MUTHOOT HEALTHCARE GROUP | Feb 2013 - Jan 2015 | Kerala | India

- Assist the HR manager in planning of Organizational recruitment.
- Designing the salary structure for employees.
- Coordinating with the Government Provident Fund Office.
- Scrutinizing TA/DA statement received from various Regional Centers.
- Preparing Daily Positions, Annual Reports and Business targets.
- Handling general administrative works.

CORPORATE CONSULTANT

PENINSULAR HONDA | Dec 2011 - Jan 2013 | Kerala | India

- Representing the company at events and exhibitions.
- Keeping up to date with changes in pricing, offers, campaigns and road shows.
- Establishing relationships with corporates by educating them on the corporate offers.

EDUCATIONAL HISTORY

M.B.A in Marketing & HR | 2009 - 2011

Acharya's Bangalore B-School | Bangalore University | Bangalore | India

Bachelor of Business Administration | 2006 - 2008

Tandem Study Center | Sikkim Manipal University | Kerala | India