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**Tobin**

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**Career Objective:**

To acquire a highly challenging position that would optimize my knowledge ,offer opportunity for personal growth career advancement, personality development and fully utilize my abilities in an environment where I would learn and prove by worth to be an asset to the organization.

**Core Competencies:**

* CRM Software Operation
* Corporate Sales
* Training & Mentoring
* Client Servicing

**Professional Skills:**

* Individual focus on existing customers and marketing new customers.
* Relationship building skills with customers
* Time Management,
* Planning and organizing skills
* Action Oriented
* Handling of MIS,
* Employee Database
* Effective communicator with excellent analytical and interpersonal skills

**Educational qualification:**

**MBA** (HR & Marketing)

 Bangalore University - June 2015

**BBA**

University of MG - December 2011

**Professional Experience:**

HDFC BANK LTD

 Sales Manager - Home Loans 

 September 2016 - September 2017

* Ensure that all product applications are filled accurately, within the agreed timeframe and all the required documents are obtained to avoid re-work
* Ensure that all customer applications submitted are within bank policy guidelines
* Make sure consistently a high level of customer service is maintained at all times.
* Coordination with BM's and RM's for setting and achieving their Annual Targets
* Follow up and close sales leads referred by Sales executives and other segments
* Attend weekly and monthly team and area sales meetings to review performance.
* Conduct activity sessions at customer sites for product awareness.
* Generating Daily, Weekly and Monthly Disbursement Report
* Recruiting, Training & Ensuring quality deliverable in market.
* Handles a team size of 6 BDR's, 1 DSA and 2 CONNECTORS
* Handles branches and RM's

 GETIT GROCERY PVT LTD

Senior Executive – Marketing

 January 2016 - September 2016

* Implementing the Marketing Ideas according to Kochi.
* Training and mentoring the manpower for the marketing activities( Promoters and D&P Executives.
* Co-Branding Tie-ups
* Coordinating & Monitoring all the BTL activities in Kochi
* B2B Marketing
* MIS Handling.

GREEN READYMADE STEEL PRODUCTS INDIA PVT LTD.

Operastion ExecutiveAugust 2014 - December 2015

* Managing all core accounts process in the company (collection of bills, making settlements, verifying statements, maintain records of employees, etc.)
* Execution of payroll progress.
* Assisting the Chief accountant in salary payment for Employees
* Maintaining records of employee’s database.
* Finalize the day’s balance, and prepare and print management reports.
* Have been awarded as the Best Employee for the month of January, March and August.
* Have achieved sales target for the month of January and March and been rewarded with gifts and

UNICORN AUTO, MAHINDRA TWO WHEELER



Sales Executive -

 July 2011 - December 2012

* incentives.
* Marketing Targeted Automobile Products
* Solving the problem and queries of existing dealers and customers.
Making daily call reports and sending them to the seniors
* Going on field with seniors to study the market and customers of the company
* Generating enquiries for the company and converting them to customers
* Have been successful in accomplishing the monthly targets
* Rewarded with incentives and gifts for achieving more sales

**Personal details:**

Date of Birth 08-12-1987

Nationality Indian

Marital status Married

Languages Known English, Hindi, Malayalam

Date of Expiry 16/11/2018

Place of Issue Trivandrum

**Declaration:**

I hereby declare that the above given details are true to best of my knowledge and belief.