

***Jackson***

***Email:***

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***Personal details***

*Marital Status -Single Nationality - Indian*

**Resume**

# Career Objective

To achieve a competitive position in the corporate world and to enhance my skill base and application expertise to carve out a meaningful future.

# Highlights

* Outgoing, adaptable and versatile individual.
* A motivated team contributor.
* Able to deal with people diplomatically and comprehensively solve problems.
* Detail oriented and able to work in deadline driven environments.
* Possess good oratory skills with good stage presence

# Academic qualifications

### IIL, Kochi

**Master in Business Administration**

Course Duration: 2010 – 2012

Percentage marks: 67%

Vels University, Chennai, Tamilnadu.

* **Sree Narayana Guru College, Coimbatore B.Com ( Regulars)** (2007-2010) Percentage marks: 53%

Bharathiar University, Tamilnadu.

### Assissi Higher Secondary School, Palakkad

Commerce (2007)

Percentage marks: 60% Kerala State Board.

### Bharatmata Higher Secondary School, Palakkad

(2005)

Percentage marks: 56% Kerala State Board.

**Business Development Executive (02-Sep-2015 – 31-jan-2019)**

### PAARAMBARYAS COSMETICS & CONSUMER GOODS, Palakkad

* Direct all organizational operations, policies, and objectives to maximize productivity and returns.
* Analyze complex scenarios and use creative problem-solving to turn challenges into profitable opportunities.
* Monitor cost-effectiveness of operations using quantitative data, offering feedback and making cuts where necessary
* Coordinate budgets for product development, marketing, overhead, and growth
* Ensure customer delight
* Distribution of the product through both direct and various channels of distribution

## Sales Advisor (VENUE SALES) (07-Oct-2013 –31 May 2014)

**KOTAK MAHINDRA LIFE INSURANCE (SECURE LINKS)**

* Build and maintain trusted and long term relationship with clients
* Find new leads in the market with the help of advertising strategies
* Make appointments with the customers on time
* Maximize sales with the Cross selling and Up selling techniques
* Quick and proper response management practices followed towards the Customers
* Occupy the clients with proper guidance on premium payment options
* Maintain accurate and relevant customer administrative records

**Contract Executive (22-June-2013 –08 Oct 2013)**

# HDFC BANK PVT.LTD (Retail-Agri loan Dept)

*The role required me to ensure that all the account opening formalities are completed by the Customer in my presence*

* To explain to the customers the various benefits of the products being distributed
* To help the customer to complete documentation and application formalities
* To verify the authenticity of the documents and help the customer
* To ensure strict adherence to the KYC norms in the all the applications sourced
* To meet the customer personally for IP cheque.
* To ensure all mandatory fields are entered properly
* Keeping a list of all acceptable documents required.
* To maintain quality norms on depletion and for cheque bouncing cases.
* To achieve the set productivity norms for banking.

# Activities & Achievements

* Participated many times in football matches in club matches, house matches, inter college matches etc.
* 2007, 2008, 2009 Riffle shooting Men’s champion (open site category), Palakkad dist.
* District level table tennis player in school level.
* Participated in inter club bike mud race and Automotive shows & Exhibitions.

# Personal Data

* **Technical Skills:** Microsoft Office.
* **Language Skills:** Reading, writing and speaking knowledge of English, Hindi, Tamil & Malayalam
* **Hobbies** **:** Riffle shooting, Football, Off-road 4 wheel drives, Bike riding, Table Tennis.