



# JOBIN M J

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## Objective

Hard working and passionate job seeker with strong organisational skills ,eager to secure a good position , ready to help team to achieve Company goals

## Experience

- **ESAF Small finance Bank**  
April 2019 - Till Date  
Assistant Manager
  - Generate Autoloan business from Vehicle dealerships and convert to sales.
  - Loan application processing and Disbursement process
  - Keeping MIS for Sales and DSA Channel
  - Post Disbursement Follow up and Collection for 6 months
  - PDD Collection
- **Kotak Life insurance**  
09/2018 - 04/2019  
Deputy Sales Manager
  - New Customer Acquisition through Bank Assurance channel
  - Doing Customer calls and Convert to Business
  - Preparing Sales Presentations for the clients showing success and credibility of products
- **HDFC Life insurance**  
03/2018 - 09/2018  
BDM
  - Provided Professional services and support in a dynamic work environment.
  - Skilled at working independently and collaboratively in a team environment.
  - Successfully mentoring Team to achieve Business target.
- **MGF Hyundai**  
07/2017 - 03/2018  
SALES EXECUTIVE
  - Business Sourcing from Outside marke Through various Activities like Display , brochure distribution
  - Customer Service feedback collection
  - Finding New referrals from existing customers
- **Maruti Suzuki Nexa**  
06/2016 - 06/2017  
Relationship manager
  - Achieved Sales Goals and service targets by cultivating securing new customer relationships
  - Researched Sales oportunities and possible leads to exceed sales goals and increase profit
  - Analysed Past sales data and team performance to develop realestic sales goals.
  - Increased revenue by implementing effective Sales Strategies in sales cycle process from prospecting leads through close
- **Kalyan Jewellers**  
03/2014 - 02/2016  
Sales Man
  - Resolved Customer issues quickly to close deals and boost client satisfaction
  - Maintained Relationships with customers and found new ones by identifying needs and offering appropriate services
  - Handled customer relation issues enabling quick resolution and client satisfaction
- **ATLAS JEWELLERS**  
09/2010 - 10/2013

Sales Executive  
Promoting company demanded products through Successful customer relationships and service

## Education

Course / Degree	School / University	Grade / Score	Year
B.Sc Botany	MG University	79%	2008
Plus Two	Kerala Higher Secondary	59%	2003
S.S.L.C	Kerala Govt	55%	2001
Diploma in Computer Application	ICES KOCHIN	A grade	2004

## Skills

- MS WORD AND EXCEL
- MIS MANAGEMENT
- Communication skills
- Problems solving

## Reference

- **Darvy Jose - ESAF SMALL FINANCE BANK**  
Credit officer  
darvy.jose@esafbank.com