



NITHIN KAVIL MADAM

BUSINESS DEVELOPMENT MANAGER

With extensive experience in banking and tourism, I excel at leading teams to meet objectives while maintaining high standards. My strong financial acumen and time management skills are matched by effective communication and relationship-building abilities. I am eager to contribute these assets to your organization in a meaningful way.

CONTACT:

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📍 Sharjah, UAE

🗣 English, Hindi, Tamil, Malayalam

🎂 12/01/1985

EDUCATION:

- Masters in Tourism Administration 2008
MG University
- BBM(Computer Application) 2006
Bharathiyar University Coimbatore
- 12th 2003
Kerala Board
- 10th 2001
Kerala Board

CORE COMPETENCIES:

- Customer Relationship Management
- Financial Analysis
- Regulatory Compliances of RBI
- Data Analysis
- Internal Controls
- Taxation
- Product Knowledge
- Profit Generation
- Sales Skills
- Risk Management

SOFTWARE:

- Tally
- MS Excel
- Quick Book

SOFT SKILLS:

- Team Player
- Multitasking
- Discipline
- Adaptable
- Leadership

PROFESSIONAL EXPERIENCE:

Business Development Manager

2021- Present

MARTO GLOBAL LINKS LIMITED

- **Client Relationship Management:** Build and maintain strong relationships with existing and potential clients. Prepare and conduct presentations and sales pitches to clients.
- **New Business Identification and Acquisition:** Conduct market research to identify new business opportunities and target markets.
- **Contract Negotiation:** Lead contract negotiations with clients and partners. Ensure all contracts meet legal and organizational guidelines.
- **Cross-functional Collaboration:** Work closely with other departments like marketing, operations, and finance. Coordinate efforts to achieve synergy in business strategies.
- **Reporting and Analysis:** Prepare monthly, quarterly, and annual sales reports. Analyze sales metrics to identify areas for improvement and make data-driven decisions

Senior Manager

2010- 2020

CURRENCY CHEST, CANARA BANK, SYNDICATE BANK

- **Branch Operations:** Oversee all day-to-day operations of the branch, ensuring smooth service delivery.
- **Audit & Compliance:** Ensure that the branch is in compliance with all bank policies and external regulations, including KYC and AML norms.
- **Financial Management:** Meet or exceed branch-level financial objectives, including deposit growth and lending targets.
- **Customer Relations & Recovery:** Build and maintain strong relationships with customers, and ensure high levels of customer satisfaction.
- **Market Analysis:** Continually assess the local market conditions to identify business opportunities and challenges.
- **Deposit Mobilization:** Manage savings, current, fixed deposit accounts and other specialized schemes.
- **Mortgage Creation:** Pre-approval, house shopping, mortgage application, loan processing, underwriting, and closing.

Tour Manager

2009 – 2010

GREEN INDIA TOURS AND TRAVELS

- Managed and coordinated intricate travel arrangements, ensuring timely reservations and financial dealings.
- Collaborated closely with promoters, venue managers, and ticket agents, and served a dual role as a tour director.
- Played a pivotal role in enhancing client satisfaction by ensuring smooth and hassle-free travel experiences.

Tour Executive

2008-2009

MORCOPOLLO HOLIDAYS

- Oversaw both inbound and outbound tourism operations in a high-volume setting.
- Addressed client requirements, suggested apt travel packages, and managed end-to-end travel arrangements, from ticketing to accommodation.
- Supplied travelers with essential information, ensuring they had comprehensive travel and holiday materials for a seamless experience.