



# LIJO GEORGE

To obtain a position that will allow me to utilize my technical skill experience and willingness to learning making an organisation succesfull and to attain my professional goal

## PROFILE SUMMARY

A dynamic career with 2 years of experience in banking & marketing Experience in planning and implementation of banking related process including business development and channel sales.Strong business acumen and knowledge of prevalent economic/financial reforms as well as latest issues and regulations in financial markets. Skilled in interfacing with high net-worth clients and institutional portfolios from different sectors understanding their requirements for promoting respective products

## WORK EXPERIENCE

### DEPUTY MANAGER ACQUISITION

IDFC FIRST BANK | CALICUT FEB 2022 -SEP 2024

- Acquisition of high end customers in the identified segment and reference generation from the specified catchment area.
- Liaising with all departments such as retail banking, assets and transaction banking for facilitating business
- Sharing market feedback on new product pricing and competitor's activity with reporting authority
- Closing a better number of Life Insurance and General Insurance and Generated follow-up Leads
- Identified, developed and evaluated marketing strategies based on knowledge of company objectives and market trends.
- Collaborated with marketing and communications teams on standardization, design and production of marketing materials.
- Built and maintained loyal, long-term customer relationships through effective account management and rapport building

### SERVICE TEAM LEADER

HDFC BANK |KOZHIKODE MAY 2019 - FEB 2022

- Strategic Planning of activities, Supervision And monitoring performance, Financial Management, Customer Relations, Innovation and Improvement
- Served as mentor to junior team members and worked as North Kerala team leader
- Sourced and developed sales leads to increase client base.
- Installation of digital payment solutions and giving training and servicing at the customer need

### HELP DESK EXECUTIVE

HDFC BANK | PANAMPILLY NAGAR COCHIN NOV 2018 - MAY2019

- Call Management
- Mail Management
- Help Desk Executive of Kerala Region POS Machine Section

## EDUCATIONAL HISTORY

### S.T. MARY'S COLLEGE SULTAN BATHERY, WAYANAD

Graduation | 2015 - 2018

Economics

### S.T. MARY'S HSS. KOODATHAI, CALICUT

PLUS TWO |2013 - 2015

- Humanities

### S.T. THOMAS HSS NADAVAYAL, WAYANAD

SSLC | 2015 - 2012

### ST. MARY'S COLLEGE SULTAN BATHERY, WAYANAD

DIPLOMA IN COMPUTER APPLICATION

- MS Office and Internet
- Linux and Open Office
- PC Techniques and Informatics

## CONTACT ME AT

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lijogeorge

## SKILLS SUMMARY

Client account management

Client Relationship management

Project implementation

Business Planning

Computer literacy

Time Management

Staff supervision

Sales expertise

Data review and analysis

Operations management

Team training and development

Budget governance

Revenue generation

## PERSONAL DETAILES

Gender : Male

Date of Birth : 17th January 1997

Languages : English , Malayalam

Passport Number: R5124001

Driving Licence : 73/562/2017