



# TEENAMOL SEBASTIAN

## CONTACT

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Address: Deira, Dubai  
United Arab Emirates

## ACTIVITIES AND INTERESTS

Reading  
Watching animation movies  
Photo & Video editing  
Cooking  
Travelling  
Listening to music

## LANGUAGE

English  
Malayalam  
Hindi  
Tamil

## COURSE

MS-Excel  
NPETL (Managing Services)

## CAREER OBJECTIVE

Aim to work in financial planning and analysis developing marketing- driven financial strategies. Ambitious, detail oriented, eager to contribute towards the building of strong team. Adapt quickly to challenges and changing environment.

## WORK EXPERIENCE

### ASSOCIATE SALES MANAGER

Aditya Birla Sun Life Insurance Company, Ernakulam, Kerala  
June 2023 – June 2024

- Worked at Aditya Birla Sun life Insurance through Indian Bank Channel as an insurance advisor.
- Maintain relationship with both B2B and B2C.
- Provide financial advises using insurance products.
- Communicate with the clients, generate leads and get them into a positive closure.
- Completes requirements and submits to underwriters.
- Provide excellent customer service.

## INTERNSHIP

Quality Food Products Industry, Alappuzha, Kerala  
15 July 2022 - 30 August 2022

The Internship program was about overall organizational study about the company. Quality Food Product Industries, which is a leading formulator and processor of flavours & food products. During the Internship period I had assisted Departmental individuals throughout their work.

## EDUCATION

### MBA - Finance & Marketing

Mangalam College of Engineering, Ettumanoor

APJ Abdul Kalam Technological University | 2021 – 2023  
CGPA - 7.44

### BBA

Assumption Autonomous College, Changanassery Mahatma  
Gandhi University | 2018 – 2021  
CGPA - 7.02

## KEY SKILLS

- Insurance Sales
- Strong persuasion skills
- Adaptability
- Good Communication skills
- Willingness to learn
- Proficient in MS office
- Good Time management
- Leadership skills
- Critical thinking and problem- solving skills
- Decision-making skills

## VOLUNTEER WORK

During my BBA education, I volunteered at a social service event at the Paral Gram panchayath and taught the children about crafts

## PERSONAL DETAILS

DOB : 18 February 2001  
Age : 23 years  
Sex : Female  
Religion : Christian

## PROJECT

- **Working Capital Management Analysis (MBA)**  
Grand Food products Asians, Kottayam  
April 2023 - May 2023
- **Job Satisfaction of Employees (BBA)**  
Dakshin Rubber works, Kottayam - 2021

## ACHIEVEMENTS AND CERTIFICATIONS

- Participation in the financial literacy program KONA KONA SHIKSHA organized by NISM February 2023
- Participation in Skills Development & Employability Enhancement Program March 2023
- The head coordinator of the discipline committee of MANGALOSTAV October 2022
- RYLA conducted by Rotary Club of Kottayam May 2022
- Workshop on GST In Business Management & Data Science conducted by STEPZ
- Two years program in the National Service Scheme

## REFERENCE

Dr. Siby James  
Professor at Mangalam College of Engineering Contact  
Number: +919446816588

Ms. Rinta George  
Asst. Professor at Mangalam College of Engineering Contact  
Number: +919495585577

## DECLARATION

I hereby declare that the above-given information is accurate and honest to the best of my knowledge. If I am given the opportunity to take part in your esteemed organization, I assure you that it will be worthwhile to fulfill the requirement to your satisfaction.

Place: Dubai  
Teenamol Sebastian