



PERSONAL PROFILE

To succeed in an environment of growth and excellence and earn a job which provide me job satisfaction and self-development. I have strong literacy and communicative skills. I am a good team player who is able to work with clients and colleagues at all levels.

CONTACT

+971 50 262 3871
+91 8943802345
athulajayanvkm@gmail.com

Availability: Immediate Joining
Visa Status: Visit Visa

PERSONAL INFO

Nationality: Indian
Gender: Male
Marital status: Single
Date of Birth: 17 July 1995

LANGUAGES

English: Fluent
Malayalam: Native
Hindi: Limited Working Proficiency

TECHNICAL SKILLS

MS Office (Excel, Word)
Tally

ATHUL AJAYAN

Sales / Marketing / Administration

EDUCATION

MBA (HR&MARKETING)- 2017-2019

Sambhram Academy of Management Studies (University of Bangalore)

BBA - 2013-2016

Presidency College of Management and Technology (University of Mahatma Gandhi)

WORK EXPERIENCE

Branch Relationship Executive

2021 June to 2021 December

SBI Cards and Payment Services Ltd

- Act as liaisons between the bank and its current or prospective customers.
- Identify potential leads, promote financial services and maintain relationships with individual or corporate clients

Business Development Executive

2021 January to 2021 May

Hiveloop Logistics Pvt Ltd (Udaan)

- Responsible to research client business referrals, network, and web leads
- Provide prospective customers/clients with all services offered and additional presentations as needed, and work with clients to create solutions for their needs and consult throughout the sales process

Business Development Executive

2019 August to 2020 October

EMBARK EDU SOLUTION

- Procuring new clients through direct contact, word-of-mouth, and collaboration with the marketing department.
- Reviewing clients' feedback and implementing necessary changes.

Sales Executive

2016 May to 2017 March

Popular Vehicles and Services Pvt Ltd

- Promote products and services to clients and negotiate contracts with the aim of maximizing profits.
- Builds business by identifying and selling prospects; maintaining relationships with clients. Industry trends, market activities, and competitors.

INTERPERSONAL SKILLS

- Ability to rapidly build a relationship and set up trust.
- Good leadership quality.
- Ability to cope up with diverse situations.
- Good verbal & oral communication skills.