

# MARIMUTHU GANESAN

## Business Development Manager

Professional Business Developer with more than ten years of Experience in the business development processes. Involved in Portfolio management, and development of new business opportunities.



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UAE, Dubai

## ORGANIZATIONS

### Business Development manager

- ❖ Bern's Brett Masaoood Insurance LLC  
Jan 2020 -till date UAE, Dubai.
- ❖ Orient Insurance PJSC  
Nov 2018 -Dec 2019 UAE, Dubai.

### Business Development Executive

- ❖ National General Insurance PSC  
May 2016 -Oct 2018 UAE, Dubai.

### Relationship officer- (Retail business banking)

- ❖ Commercial Bank of Dubai  
Jan 2015 -April 2016 UAE, Dubai.
- ❖ Abu Dhabi Islamic Bank  
Feb 2013 -Dec 2014 UAE, Dubai.
- ❖ RAK Bank  
Nov 2011 -April 2012 UAE, Dubai.
- Responsible for activities in sales, marketing, customer acquisition, customer relationship & customer retention
- Manage Unit compliance to ensure best practices are followed as per IA, DHA, HAAD regulations and guidelines.
- Attend in-house underwriting/technical training programs arranged by the Insurance companies to develop product knowledge which helps us to stay ahead in the market competition.
- Prepare competitor analysis quotes / terms for clients review and decision making also emphasizing on better understanding about our offerings as products, benefits, and service.
- Follow up on Outstanding payments to maintain better control over finances as per the credit control department policies.
- Achieve sales targets and maintain well balances profitable business portfolio.

## EDUCATIONS

Bachelor of business administration  
Annamalai University -2010.

## SKILLS

IT Proficiency - MS Office

**Soft Skills:** Negotiating & Closing Consultancy, Team Development, Public Speaking, Financial Concepts & Applications, Performance & Team Management, Operations Management, Retail Management.

## LANGUAGES

English-Full Professional Proficiency  
Tamil-Native or Bilingual Proficiency  
Malayalam-Native or Bilingual Proficiency  
Hindi - Limited working proficiency  
Arabic -Elementary Proficiency

## ACHIEVEMENTS & REWARDS

Received appreciation letters from General Manager - **NGI** for Sales Performance Achievement.

## CERTIFICATES

**ICA** INTERNATIONAL COMPLIANCE ASSOCIATION Certificate in Financial Crime Compliance for the Insurance Sector



Certification in "Developing, Tailoring and Integrating Best Practices in Anti-Fraud, Anti-Money Laundering and Compliance Procedures", Institute of International Research