

AKHILA MARIAM JOSE

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PROFILE SUMMARY

Experienced in marketing communications with a demonstrated history of working in the marketing, banking and advertising industry, skilled in consulting strategy, sales and customer relationship management.

OBJECTIVES

Looking for opportunities in banking, back end operations, tele sales, customer centric profiles, event management etc.

CERTIFICATIONS & QUALIFICATIONS

- B-Tech in Computer science and engineering from Mar Baselios Institute of Technology and Science Kothamangalam in the year 2016.
- Microsoft Office Specialist (Excel,power point,word).
- Academic scores above 80% during secondary education.



PERSONAL STRENGTHS AND INTERESTS

- Good team player and positive attitude.
- Strong problem solving and people management skills.
- Passion for constant improvement & interest in learning new skills.

PROFESSIONAL EXPERIENCE

KEY ACCOUNTS MANAGER
MATRIMONY.COM

Sep 2019 to Feb 2020

- Enthusiastic and outgoing sales professional, who enjoys working with people and providing honest and insightful product information to interested customers.
- Energetic leader with a proven track record in motivating fellow colleagues.
- Confident communicator and able presenter in everything from sales pitches to presentations.
- Reliable, trustworthy and ethical professional who takes pride in brand awareness, business development by identifying potential leads and establish new opportunities

TEAM LEADER
SBI (STATE BANK OF INDIA) CARDS

Aug 2018 to Sep 2019

- Got promoted within a time span of 1 year with rating 4 in achievement goal sheet and discipline.
- Maintaining MIS (Management Information System) records of customers who applied for credit card along with managing a team of 12 dip executives.
- Leading them to bring their best outcome in productivity terms for the company.
- Experienced in AML and KYC guidelines.
- Ability to work under pressure in given TAT.
- Excellent communication skill.

DIP EXECUTIVE
SBI (STATE BANK OF INDIA) CARDS

Jun 2017 to Aug 2018

- DIP (Document Income profile) executive.
- 1 year of experience in revenue generation by upselling of credit cards from base cards to premium cards, with KYC (know your customer) documents verification.
- Acting as key stakeholder in KYC governance responsible for collection of data to produce KYC MIS reports.
- Ensuring data decision can be taken at the proper time.
- Produce daily MIS report ensuring verification of KYC documents.
- Providing regular reports to concern manager.
- Supporting banking business KYC .

ACADEMIC SPECIALISATIONS & PROJECTS

Cycops – Cyber computerized operations on police service is an online application for crime management. This system provides many features for public like complaint registering, crime reporting, missing persons, lost or found objects, traffic fine checking and its SMS alerts etc. And it is a platform for police stations to communicate in between, keep records, instance fir preparation etc.

InfoSec (Information Security) – A java project for sending hidden data in encrypted videos using the technique. Adaptive Pixel Pair Matching (APPM) algorithm. The main advantage is to provide security and confidentiality to secret data. The idea behind is to divide the video in to frames and hide data in some selected pixels.

PERSONAL DETAILS

Date of Birth	: 13/02/1995	Nationality	: Indian
Religion	: Christian	Place	: Dubai
Passport Number	: P2696137	Visa Status	: Visit Visa
Expiry date	: 18-07-2026	Date	:
Linguistic Proficiency	: English, Tamil & Malayalam	Signature	: