



SHABIN JOSEPH KURIAN

+91 9446431268

shabinjosephkurian@gmail.com

DOB 20/05/1995

Kallelimannil House

Pulloopram Post Ranni Pathanamthitta District Kerala

PROFILE

Motivated and enterprising marketing professional experienced in handling varied portfolios like facility management, operations and sales.

Effective Team leader to operations executives with the ability to handle demanding situations.

An effective **arbitrator** with excellent social skills that can build and maintain relations across and beyond the organization.

EXPERIENCE

Business Development Manager

Recruiting Financial Consultants for the firm.

Asst Manager Operations.

Liaising with legal entities for operational effectiveness of the company.

Handling the logistics requirements of the organization to ensure smooth and unhindered training.

Timely and proactive maintenance of facility to enable effective training.

Inspecting work and living spaces of hostels and staff apartments to determine the need for timely repairs and renovations.

Acting Branch Manager on contingency.

Supervision of team members to ensure maximum productivity and morale.

Hospitality management towards achieving highest satisfaction among the guest faculty.

Ensuring optimum and **effective utilisation of resources** in providing congenial work environment.

Sales Assistant

Selling personal advertisement space in the leading Malayalam Newspaper in Kerala.

Coordination of district wide events as part of promotional activities of the company.

Achieving target by effective customer engagement.

Training of newspaper agents regarding the advertising strategy, online and offline, of the company for maximising sales.

Working Partner – wholesale business

Sales and purchase of goods in the shop.

Accounts management of day to day sales and purchases.

Taking the shop to a next level through proactive inclusion of new popular goods in the shop.

Expansion of sales to diverged areas of the locality through effective communication and marketing.

EDUCATION

Bharathiyar University

2018 MBA in Financial Management

St. Thomas College, MG university

2016 Bachelor of Business Administration

BSS Computer College

2016 Diploma in Computerized Financial Management

2016 Tally, ERP9

EXPERIENCE

December 2020 - Till date- **Business Development Manager, HDFC Life**

June 2019 – June 2020 – **Asst Manager, Operations, Direction Group of Institutions.**

April 2018 – June 2019 – **Sales Asst, Malayala Manaorama Pvt Ltd.**

June 2016 – April 2018

Working Partner, small scale whole scale business

ACHIEVEMENTS

Licensed insurance agent of oriental insurance company 2014 - 2017

SKILLS AND ATTRIBUTES

People Management.

Commitment and dedication to cost effectiveness and success.

Accountability and ownership.

Adaptable to work conditions and varied clientele.

Sportsmanship.

INTERESTS

Football

Swimming

Traveling

Music

REFERENCES

Sure, to provide on request.