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| **VERNON ALEXANDER D’ COSTA** |

**Address: Contact:**

#83, 8th cross, Shivaji road +91-8951159650 N. R. Mohalla, Mysore, Vernon.dco12@gmail.com

Karnataka, India. DOB: 25th May’87

Zip/Postal code- 570007

**Skills:**

* Well versed communication skills
* Ability to perform well in high-pressure environment and meet deadlines.
* Well organized, and Prioritize Tasks/Jobs
* Self-starter and quick learner.
* Goal Oriented and self motivated proactive individual.
* Willingness to work under pressures of Deadlines
* Work well as a team and independent.
* Fast learner and willing to master new information.
* Proficient in MS office applications.
* Basic knowledge in Hardware and Networking

**Languages:**

English, Hindi, Kannada, Urdu, Konkani.

**Academic Qualification:**

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| **Educational Qualification.** | **College/Institute.** | **Year of Passing** |
| MBA- Marketing. | Punjab Technical University. | Pursuing |
| B.com- Business Management. | NBERF (Autonomous). | 2009 |
| Diploma- Customer Service Management. | Frankfinn Institute. | 2009 |
| PUC- Commerce. | St. Philomena’s College, Mysore/  Department Of Karnataka. | 2006 |
| Class X | St. Matthias High School/  Karnataka State Board. | 2004 |

**Work Experience:**

1. ***Sales Coordinator*- Properties in Mysore a Safe Wheels Venture.**

**(Oct 2013-Oct 2014)**

* Direct & Indirect Marketing, Brand Management.
* Marketing of products.
* B2B & B2C, direct walk in’s and on spot site visits.
* Managing Personal data and office provided data for client acquisition.
* Active interaction .
* Experience in marketing campaigns and Expos..
* Personal handling of clients for site visits.
* Making sure matters with the client are maintained from the start till the closing deal.

1. ***Agency Development Manager*-Apollo Munich Health Insurance co ltd.**

**(Feb 2013-Aug 2013)**

* Recruitment of advisors.
* Making sure the advisors understand everything for product sales.
* Training of advisors.
* Business development through the advisors selling premiums.
* Selling of premiums at B2C basis
* Process on field for advisor recruitment and premium collection.

1. ***Marketing Executive*-** **Diamond Plywood & Hardware.**

**(Sep 2010- Feb 2013)**

* Responsible for the marketing of company products and services to the right market whether B2B or B2C.
* Demonstrate technical marketing skills and company product knowledge.
* To demonstrate the ability to interact and cooperate with all company employees.
* To build trust, value others, communicate effectively.
* Preparing, producing and arranging for the marketing and distribution of promotional material.
* Organizing exhibition programs with commercial galleries and public institutions.
* Managing gallery and visitor sales.
* Developing and maintaining; catalogues, stock control, inventory, consignment and sales.

**Co-curricular Achievements**

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| **Award for the best team in target achievement twice on Dec2013, Sep2014**  **Award for being the top performer at the company held Marketing Expo on August 2014.** |

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