**RESUME**

**BINOJ GEORGE**

**Mob : +91-9995713306**

**: +91-9745326606**

**Email id:** [**binojbgs@gmail.com**](mailto:binojbgs@gmail.com)

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| **OBJECTIVE** |

To be a part of an organization that offers challenging career and projects, which will enhance my learning, skills and knowledge to enable me to contribute maximum to the organization and develop and grow along with the organization.

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| **ACADEMIC DETAILS** |

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| **COURSE** | **BOARD/UNIVERSITY** | **INSTITUTION** | **YEAR OF PASSING** |
| S.S.L.C | BSE KERALA | FACT HIGH  SCHOOL ELOOR | March 2004 |
| Plus Two-(Bio-Maths) | BHSE KERALA | ST.PHILOMINAS H.S.S KOONNAMAVU, KOCHI | March 2007 |
| DEGREE (Bsc Petrochemical) | M.G UNIVERSITY | ST.PAUL’S COLLEGE KALAMASSERY, KOCHI | April  2010 |
| BTEC Level 7 Extended Diploma in Strategic Management & Leadership | EDEXCEL-PEARSON EDUCATION LTD | BIRMINGHAM GRADUATE SCHOOL, INFOPARK, KOCHI,INDIA | August 2012 |
| MBA (INTERNATIONAL MANAGEMENT) | CARDIFF METROPOLITAN UNIVERSITY UK | UNIVERSAL BUSINNESS SCHOOOL, KARJAT, MUMBAI,INDIA | SEPTEMBER 2013 |

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| **ACADEMIC PROJECTS** |

* Successful completion of project work done on “Study of Complete Analysis of Raw Salt Used for Caustic Soda Production” in Travancore Cochin Chemicals Ltd. Udyogamandal 2009-2010.
* I had done my dissertation on the topic Export and Import Operations of International Container Transshipment Terminal Vallarpadam 2012-13 during MBA course.

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| **PERSONAL SKILLS** |

* Ability to analyse problems/issues
* Willing to shoulder challenges and responsibilities
* Good Team Player
* Ability to deal with people diplomatically

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| **TECHNICAL SKILLS** |

* MS Office
* Internet savvy

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| **AREAS OF INTERST** |

* Operations Management
* Team Management
* Sales and Marketing
* Logistics and Supply Chain Management

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| **PROFESSIONAL EXPERIENCE** |

**KOTAK MAHINDRA BANK PALARIVATTOM**

**Assistant Acquisition Manager CASA (March 2014 – Till Date)**

**Job profile**

* Acquisition of new clients both Domestic & NRI by contacting existing clients for references, opening of Savings Accounts, Current Accounts, Fixed Deposits, Recurring Deposits etc…
* Analyzing the customer need and thereby cross selling different products suiting their requirement vizBusiness Loans, Cash Credit, Over Draft, Home Loan, Personal Loan, Car Loan,Life Insurance, General Insurance, Mutual Funds, Online Trading Accounts etc…
* Actively involved in cross selling and have a phenomenal success rate.
* Responsible for client retentions and was successful.

**HDFC LIFE KOCHI.**

**Sales Development Manager (16-01-2013 to 05-03-2014)**

**Job profile**

* Achieving Sales plans by implementing Sales/Marketing strategies on the job.
* Recruitment of Insurance Consultants by giving them training and development and generate business from them, managing the team
* Motivated the Sales Team to ensure the sales targets
* Provided regular reports to Branch manager of the Sales Team
* Handled daily activity of agents working on commission basis
* Setup Training Schedules in order to improve personal skills and knowledge
* Handle multiple assignments with minimal supervision
* Cooperated on going product training
* Dealing with any difficult awkward situations or customers escalated from sales Team
* Recruitment of Sales executives and providing direction, motivation and training to the field sales team, ensuring optimum performance.
* Coordinate various sales related activities like giving proper guidance to sales team managers to push the sales.

**AVT NATURAL’S PVT. LTD VAZHAKULAM**.

**Worked as a Chemist (11-05-2010 to 31-08-2011 Sept)**

**Job Description:**

* Performed analysis and report of intermediate raw materials & finished product
* Analysed stability samples
* Managed and administered Sampling, Testing and report of various raw materials
* Dispensed various raw materials for Batch preparation
* Reviewed documents for Quality Assurance at in process stage & before the batch release
* Analysed Visual inspection of injectable
* Prepared and standardized Volumetric Solutions, Reagents

**Operated Various Technical Laboratory Instruments Such as:**

* pH Meter
* Conductivity Meter
* Hardness tester
* Polarimeter
* Brookfield Digital Viscometer (VISCOSITY OF SAMPLES)
* UV Spectrophotometer, HPLC (High Performance Liquid Chromatography)
* Gas Chromatography (GC)
* High Performance Thin Layer Chromatography (HPTLC)
* Karl Fischer Auto Titrator

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| **PERSONAL INFORMATION** |

NAME : BINOJ GEORGE

FATHER’S NAME : GEORGE T.J

SEX : MALE

DATE OF BIRTH : 18 – FEB- 1987

NATIONALITY : INDIAN

RELIGION & CASTE : CHRISTIAN, LATIN CATHOLIC

MARTIAL STATUS : SINGLE

PERMANENT ADDRESS : THAIPARAMBIL HOUSE,

UDYOGAMANDAL P.O,

ELOOR SOUTH, ERNAKULAM

PIN: 683501

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| **HOBBIES** |

* Listening Music
* Driving, Travelling
* Playing football & Badminton

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| **LANGUAGE KNOWN** |

English, Hindi & Malayalam

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| **DECLARATION** |

I hereby declare that the above mentioned facts are true to my best of my knowledge.

Place: ELOOR Yours Faithfully

Date:

BINOJ GEORGE