**SHIRAN K JOHN**

KALAPPURAYIL HOUSE

CHAPPANTHOTTAM P O

KAVILUMPPARA VIA

CALICUT 673513

KERALA

**E-mail: shirankjohn@gmail.com**

**shirankjohn@yahoo.com**

**Mobile: 08157806660**

**09995780542**

# *CAREER OBJECTIVE*

A challenging career which favour learning, creativity, and provides exposure to new ideas and that prompt personal and professional growth along with the organization.

# *PROFESSIONAL EXPERIENCE*

Company : IDBI Federal Life Insurance Co.

Designation : Relationship manager

Location : Calicut, KERALA

Experience : from May 2013- to present

# *RESPONSIBILITIES*

* To sell insurance products through assigned bank branches
* To cross sell the products of the bank to the new and existing customers
* To build long term relationship with bank employees for leads and customer data
* Provide complete after sale services to the customers
* Conduct training and motivate the bank employees for incentives and rewards

# *ACHIEVEMENTS*

* Received 2 promotions in last one & half years
* Achieved the annual target of 113% for the financial year 2013-14
* Year till date achieved the yearly & monthly target of 120%

# *EDUCATIONAL PROFILE*

2013 PGDM (BANKING, INSURANCE & MARKETING) from SCMS College, Aluva, Ernakulum with an aggregate of 73%.

2011 BBM from CMS College of Science and Commerce, Coimbatore- Affiliated to Bharathiar University with an aggregate of 75%

## 

## 2008 XII from Sainik School (CBSE Board) and secured an aggregate of 58%

2005 X from Sainik School and secured an aggregate of 58%

# *ACADEMIC PROJECTS*

1. A study on “consumer attitude towards marketing of insurance products”- Dhanlaxmi Bank, Bangalore.
2. A study on “motivation level of employees in Bajaj Allianz”- Vadakara, CALICUT.

# *EXTRA CURRICULAR ACTIVITIES*

* Member of ‘parivarthana’ a social initiative of SCMS – Cochin.
* Active member of NCC and NSS at school and college level.
* Member of school hockey, athletics and chess team.
* Have participated in various cultural and sports events and won prizes in school and college.

.

# *PERSONAL INFORMATION*

* Date of Birth : 01/02/1989
* Gender : Male
* Father name : John J Kalappura
* Mother tongue : Malayalam
* Nationality : Indian
* Marital Status : Single
* Languages : English, Malayalam
* Areas of Interest : Banking, Insurance and marketing
* Key Competencies :
* Quick learner and adaptive by nature
* Good interpersonal skills and ability to work under pressure.
* Willingness to work anywhere in India.

**SHIRAN K JOHN**