**JOBI T. MATHEW**

**37/3687 B1,**

**Ponoth Lane PLRA092, Ponoth Road,**

**Near Deshabhimani Junction, Kaloor,**

**Kochi – 682017, Kerala, India**

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Career objective

To make a successful carrier and achieve excellence and perfection in areas where I, and to use my expertise to the best of my abilities

## Professional Experience

1. **IndusInd Bank Ltd, M.G. Road, Kochi**

Designation: Associate Sales Manager

Department: Branch Banking

Period: October 2013 to till date

**Responsibilities**

* Acquisition of new savings accounts and current accounts.
* To ensure the sourcing quality of accounts - in terms of product mix, segment and constitution mix.
* Right advice customer for product and documentation.
* Account opening within TAT.
* Familiarize the customers with branch service and process.
* Follow-up for repeated funding and use of account for transactions.
* To ensure proactive registration and activation of acquired customers to direct banking channels.
* Enhancement of relationship by cross-selling products such as General Insurance, Life Insurance, Credits cards, Home Loans, Loan Against Property etc as per the profile and need of the customer.

**Achievements:**

* Awarded as best participant of OYM training program was held for the new joiners of Kochi region (CAT channel).
* Got surprise gift from Regional Sales Manager (Branch Banking) for contribution of current accounts.

1. **HDFC Bank Ltd, Kaloor, Kochi**

Designation: Sales Officer

Department:: Branch Banking

Period: August 2010 to September 2013

**Responsibilities**

* Acquisition of new current account customer.
* To ensure the sourcing quality of current accounts.
* To explain to the customer the various benefits of the products.
* To help the customer to complete documentation and application formalities.
* To verify the authenticity of documents and identity of the customer.
* Account opening within TAT.

**Achievements:**

* Selected as the best Sales Officer for current account acquisition
* Awarded as best participant for Sales Officer training program

1. **ING Vysya Financial Services**

**(A subsidiary of ING Vysya Bank Ltd)**

Designation: Team Leader

Department: Branch Banking

Period: December 2009 to July 2010

**Responsibilities**

* Acquisition of new current account and savings accounts.
* Monitoring the performance of the team and supporting to achieve the targets.
* To explain to the customer the various benefits of the products.
* To help the customer to complete documentation and application formalities.
* To verify the authenticity of documents and identity of the customer.

1. **ICICI Bank Ltd, Kochi**

Designation: Business Development Executive

Department: Branch Banking

Period: September 2006 to November 2009

**Responsibilities**

* Acquisition of new current account customer.
* To ensure the sourcing quality of current accounts.
* To explain to the customer the various benefits of the products.
* To help the customer to complete documentation and application formalities.
* To verify the authenticity of documents and identity of the customer.

**Achievements:**

* Awarded as best Business Development Executive award for the achievement of Current account acquisitions.

1. **Mastek Ltd, Mahpe, Mumbai**

Designation: Process Officer

Department: BPO

Period: May 2003 to August 2006

**Responsibilities**

## Processing of Medi-claim by accessing centralized data and procedures (US based health-insurance process).

## Adjustment Investigation of various errors occurred during various stage of check processing (US based banking process).

* De-materialisation of Shares
* Insurance Product Training to new joiners.

**Achievements:**

* Selected to get trained from US for the Adjustment Process
* Top ranked in the insurance process and selected as insurance product trainer for new joiners.

Education and Credentials

* M.B.A. (Marketing Management) from Annamalai University – 2014
* eBusiness Technologies from NIIT – 2001

## Post Graduate Diploma in Computer Applications from Human Resources Development for Electronics (I.H.R.D.E.), Puthuppally, Kottayam – 1995

## B.Sc. (Physics) from M.G. University, Kottayam – 1994

Personal Details

* Name : Jobi T Mathew
* Sex and Marital Status : Male, Married

## Date of Birth : 28 May 1974

## Nationality : Indian

* Father’s Name : T.G. Mathew
* Languages Known : English, Hindi and Malayalam

**References**

1. Mr. Balachandran Unnithan,

Branch Manager,

HDFC Bank Ltd,

Kaloor Branch,

Kochi – 682 017

Mob: +91 9387824509

1. Mr. Antony Sebastian

Yes Bank Ltd

Hyderabad

Mob: +91 9701122776

Declaration

I hereby confirm that the details provided above are true to the best of my knowledge.

## Place: Kochi

## Date: 20/11/2014 (Jobi T. Mathew)