

# Jibin Johnson

Business Development Professional with the demonstrated capability of working in the Information Technology and Services industry. I am strong engineering professional with a Bachelor of Engineering degree in Computer Science and a Master of Business Administration degree in Marketing Management. Well-versed in problem-solving, analytical skills, Lead Generation, Customer Relationship Management, Presales, Business Operations, Market research, market analysis, Web development, CMS, and digital marketing.

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## EDUCATION

### Master of Business Administration in Marketing Management and Human Resources Management.

Kerala University

08/2018 - 08/2020

### Bachelor of Technology in Computer Science Engineering

College of Engineering Pathanapuram

07/2014 - 04/2018

### Higher Secondary

Govt. Boys H S S, Kottarakkara

06/2012 - 04/2014

## WORK EXPERIENCE

### Business Development Executive Trainee Primeway Tours

04/2020 - 01/2021

Muscat

Achievements/Tasks

- Responsible for generating and qualifying leads from the middle east region. Handled different tasks such as Email Marketing, Customer relationship management, tourism Campaigning, package creation, growth audit, and website management. Gathering requirements from the customers and answering their questions regarding the services, pricing, and availability.

### Business Development Executive Trenser Technology Solutions (P) Ltd

02/2021 - Present

Technopark, Trivandrum

Software product development services company based in India, Japan, Germany, Australia, Middle-east and USA.

Achievements/Tasks

- Conduct research on the global markets, identifies opportunities, develop business proposals, and makes recommendations. Responsible for generating leads through different channels, making initial contacts with the decision-makers, collecting qualifying information, managing the CRM, developing and maintaining the official website, Qualifying potential customers, and preparing proposals/value propositions for new potential and existing customers. Develop marketing content and reach out to potential customers and partners for expanding the company's business.

## SKILLS

Web Development

Digital marketing

Market Research and Analysis

Customer Relationship Management

Problem-solving and Analytical skills

## PROJECTS

A Study of the effectiveness of work from home on the productivity of employees of IT Sector.  
(09/2020 - 12/2020)

- This is a research project submitted for the completion of MBA graduation. This project study researches the effectiveness of work from home on the productivity of IT employees in the present covid-19 situation. Employees working from home can boost productivity and those who have the possibility to work from home, have high autonomy in scheduling their work. Thus, working from home positively influence the work effort of employees, while employees enjoy perks like flexibility and the work-life balance.

## ACHIEVEMENTS

Conducted and coordinated national-level management fest, UNIMAQ 2K18.

Project selected to exhibit in Tekon, the all Kerala project expo conducted by Kerala Technical University.

Participated and got awards in the Intercollege sports and games.

Participated and got awards in the Interschool and InterCollege arts festival.

## LANGUAGES

English

Full Professional Proficiency

Malayalam

Full Professional Proficiency

## PERSONAL STRENGTHS

Self-motivated and Responsible

Honesty and Integrity