

JEFIN SEBASTIAN

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PROFESSIONAL SUMMARY

MBA graduate with a unique blend of marketing and finance expertise. Skilled in developing data-driven marketing strategies, financial analysis, and budget management. Eager to leverage this skillset to drive profitable brand growth and contribute to the organization's financial success.

EDUCATION

HAPPY VALLEY BUSINESS SCHOOL, COIMBATORE 2022-2024

MBA in Marketing and Finance

MUSALIAR COLLEGE OF ARTS AND SCIENCE, PATHANAMTHITTA 2018-2021

BBA

EXPERIENCE

EXECUTIVE CLIENT ACQUISITION AT INDIAMART INTERMESH LTD. ERNAKULAM, KERALA (AUG 2024 - JAN 2025)

- Seasoned sales professional with expertise in B2B sales and customer engagement.
- Skilled in identifying and capitalizing on new business opportunities, with a focus on revenue growth and customer acquisition.
- Successful in building and maintaining strong relationships with clients, resulting in high customer satisfaction and retention rates
- Collaborative team player with excellent communication and interpersonal skills, with a focus on driving team success and achievement

SALES INTERN AT LAVA INTERNATIONAL PVT. LTD. COIMBATORE

(AUG-OCT-2023)

- Assisting in the development and execution of marketing campaigns, conducting market research, analyzing consumer's behaviour and supporting the team in day to day operations.
- I had the chance to learn about the competitive landscape and market trends in the mobile phone industry, analyzing consumer preference, and identify potential opportunities for lava.

FINANCE INTERN AT CARRIS PIPES & TUBES PVT. LTD. COIMBATORE

(MAR-SEP-2023)

- Assisted in preparing monthly financial reports, including profit and loss statements and balance sheets, ensuring accuracy and compliance with financial standards.
- Contributed to team meetings and provided insights on financial performance and strategic planning.

SKILLS

- Multi-tasking
- Leadership
- Team work
- Employee engagement
- Data Entry
- Attention to detail
- Time management
- Customer relationship management
- Interpersonal communication
- Adaptability

PROJECT

- A study on Consumer preference towards the adoption of Home Automation systems in Luxury apartments.
- A study on Consumer perception of Patanjali products.

EXTRACURRICULAR ACTIVITIES

- **Member of Rotract Club, Happy Valley Business School, Coimbatore.**
Managed public relations and communications for the club.
Organized and promoted events and initiatives.
Increased club membership and engagement through strategic outreach.
- 1st price in Chess competition, Basketball conducted by happy valley business school.
- 1st price in Corprova- a whole night Management Fest conducted by ED club of happy valley business school.

LANGUAGES

- English
- Malayalam
- Tamil