

# 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.
- 1<sup>st</sup> price in Chess competition, Basketball conducted by happy valley business school.
- 1<sup>st</sup> price in Corprova- a whole night Management Fest conducted by ED club of happy valley business school.

### **LANGUAGES**

- English
- Malayalam
- Tamil