

Ken Kurian K

A highly results-driven professional with over 2 years of cross-functional experience spanning **Operations, Business Development, Finance, and Retail**. Possessing a strong foundation in finance, accounting, and business analytics, I excel at leveraging data for decision-making and resource optimization. My expertise includes optimizing workflows and improving client experiences, directly supporting strategic growth initiatives. I am a proven leader in managing cross-functional teams and fostering stakeholder relationships, consistently delivering operational excellence while maintaining a highly detail-oriented approach.

Work Experience

Operations Manager

Curated Property, London, United Kingdom

Apr 2024 - Mar 2025

- **Managed high-value client relationships**, serving as the primary point of contact for high-net-worth clients and coordinating **cross-border support** to ensure a premium experience.
- **Oversaw and optimized operational efficiency** across a portfolio of luxury properties in UK, Portugal & France, ensuring seamless coordination among diverse teams (housekeeping, maintenance, guest services).
- **Streamlined complex international property management processes**, significantly improving team productivity and establishing operational consistency across diverse geographical locations.

Business Development Manager

NextStint, Newcastle Upon Tyne, United Kingdom

Jun 2023 - Mar 2024

- **Directed end-to-end operational workflows** for a talent solutions firm, specializing in connecting remote Indian professionals with UK-based startups and SMEs.
- **Collaborated directly with client companies** to meticulously define workforce requirements, ensuring precise role mapping, job scoping, and strategic alignment of talent with specific business objectives.
- **Managed critical sourcing, screening, and onboarding processes**, coordinating effectively with recruitment teams to ensure the timely and accurate placement of skilled remote employees across diverse functions including marketing, technology, sales, and administration.

Financial Services Associate

KGK Finance PVT Ltd, Kerala, India

Mar 2021 – Aug 2021

- **Spearheaded client acquisition and relationship management**, significantly enhancing customer retention and expanding the client portfolio through personalized financial guidance.
- **Facilitated end-to-end business loan and deposit services**, assisting local businesses in a private financial institution to access tailored credit and investment solutions.
- **Conducted in-depth market and competitor analysis** to inform strategic outreach, developing targeted marketing initiatives that elevated brand visibility and customer engagement.

Educational Background

Postgraduate in International Business Management

Newcastle University, Newcastle Upon Tyne, United Kingdom

Sep 2021 - Mar 2023

Bcom Honours - Specialization in Finance and Investment

Christ University, Bengaluru, India

June 2018 - March 2021



Contact

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Skills

Soft Skills

- Communication & Leadership
- Data Analytics
- Financial Modeling & Analysis
- Property Management
- Business Development
- Sales Strategy
- Client Relationship
- Business Administration

Tools/Software

Microsoft Office

Tableau

Google Analytics

Knime

Power BI

Languages

- English (Fluent)
- Hindi (Proficient)
- Malayalam (Native)

Certification/Short Courses

- Data Analytics using Tableau
- Securities & Investment (International) CISI, UK
- Managerial Accounting Digital Marketing
- Business Management Corporate Soft Skills
- IELTS (7.5/9)

Awards

Secured first place at the International Finance Olympiad conducted by the Bombay Stock Exchange (BSE) on 7th April 2017