

JHON AMAL ANTONY

SALES OFFICER

CONTACT

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- Cochin

PROFILE SUMMARY

Results-driven Sales Officer with extensive experience in the finance sector, specializing in loans, credit cards, insurance, and investments. Consistently exceeds sales targets through strategic planning and strong client relationship management. Skilled in financial assessments, loan processing, cross-selling, and regulatory compliance. Proficient in CRM tools for lead generation and sales analysis. Excellent communicator passionate about delivering tailored financial solutions.

EDUCATION

DEGREE | B.COM TAXATION

- Tandem College
- 2015 - 2017

HIGHER SECONDERY | 2013-2015

- Gvt.Higher Secondary Punnakal
- Commerce

SKILLS

- Customer Relationship Management (CRM)
- Negotiation & Closing
- Lead Generation
- Sales Presentations
- Problem-Solving
- Time Management
- Communication

LANGUAGES

- English
- Malayalam

PROFESSIONAL EXPERIENCE

Sales Officer | Bajaj Finance

MyG | Kochi, Kadavanthra 2022- PRESENT

- Achieved Sales Targets: Consistently met or exceeded monthly and quarterly sales targets by leveraging effective sales strategies and thorough market understanding.
- Customer Relationship Management: Utilized CRM tools to manage and analyze customer interactions, improving customer satisfaction and retention rates by [X]%.

Sales Officer | IDFC

2021- 2022

MyG | Kochi, Edappally

- Loan Processing & Approval: Managed the end-to-end loan processing, including documentation, verification, and coordination with credit teams for approvals.
- Financial Product Sales: Specialized in selling a variety of financial products including loans, credit cards, insurance, and investment plans, achieving sales targets consistently.

Sales Officer | Home Credit

2020- 2021

MyG | Kochi, Paravoor

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- Financial Product Sales: Specialized in selling a variety of financial products including loans, credit cards, insurance, and investment plans, achieving sales targets consistently.