

VINIFRED C

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Kuttathupatti, Dindigul

BUSINESS DEVELOPMENT EXECUTIVE

Dynamic and results-oriented Business Development Executive with one year of experience in driving revenue growth and developing new business opportunities. Proven track record in exceeding sales targets and building strong client relationships.

STRENGTHS AND EXPERTISE

Sales and Business Development
Client Relationship Management
Market Research and Analysis

Negotiation and Closing Skills
Presentation and Communication
Strategic Planning

PROFESSIONAL EXPERIENCE

IppoPay

June 2023 - Present

Business Development Executive

- Provide internal and external customers with accurate information regarding banking products and services.
- Handle telephonic enquiries and cross-sell retail banking products.
- Offer precise information to customers about their accounts, credit cards, loans, and other financial products.
- Resolve simple customer complaints immediately and escalate complex issues when necessary.
- Cross-sell various retail banking products and services to maximize customer satisfaction and bank profitability.
- Maximize returns and minimize risk by enhancing client relationships and promoting suitable banking products.
- Collaborate with internal teams to provide feedback for service or process improvements.
- Contribute to the overall success of the unit by generating ideas to enhance productivity and efficiency.

EDUCATION

Manipal Global Education Services, Bangalore
PG Diploma in Insurance - 8 CGPA

2018 - 2019

PSNA college of Engineering & Technology, Dindigul
B.E. Electronics and Communication Engineering - 7.58 CGPA

2014 - 2018