



SAJITH C

Innovator. Mentor. Firefighter

My Contact

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Core Skills

- Highly knowledgeable of products
- Up to date knowledge of the market
- Proficient in using CRM software
- Strategic and social selling
- Strong communication skills
- Expert at building rapport with clients
- Time Management

Languages

- Excellent English Spoken & Written
- Native Malayalam Spoken & Written
- Fluently Hindi spoken only

Education Background

- Global Consumer Banking Internship
CITI Bank
Completed in 2021
- Accounting Fundamentals
Corporate Finance Institute (CFI)
Completed in 2020
- Swami Vivekanand Subharti University
(Distance Education)
Master of Computer Applications
Completed in 2020
- Bharathiar University
Bachelor of Computer Applications
Completed in 2017

About Me

I am an efficient and confident sales executive with demonstrated experience of working in the banking and insurance industry. My experienced helped me develop expert knowledge of the sales process. I am highly motivated to continue learning and improving my craft

Professional Experience

Zenj Exchange Co. WLL | Marketing And Relations Officer
June 2022 – Present

Key responsibilities

- Online Registration of customers
- Tie-up with regional communities
- Promotional Tie-ups with Companies
- Identifying Labour Camps & Arranging for Marketing programs
- Identifying Potential High-Value customers
- Remittance
- Perform cash-out

India First Life Insurance Company Limited | Business Development Manager

September 2020 – May 2022

Key responsibilities

- Interacts with bank clients regarding products and services available
- Understanding clients requirements and guiding them for financial services
- Meeting Targets before the month end and helping the Team to meet the team target
- Educating people about the Importance of Insurance for their future benefits by conducting seminars as well as study classes

Edelweiss Tokio Life Insurance Company Limited | Relationship Manager

June 2019 – September 2020

Key responsibilities

- Assisted customers with needs such as opening accounts, depositing or transferring funds, updating account details and signing up for new services
- Communicated regularly with clients to understand needs, evaluate current product use and cross-sell new products
- Generated new business and referral clients in partnership with branch team

Achievements

- 2019 – 2020 Become No 1 RM in the North Kerala Zone And also Included Top 30 RM In PAN India (YTD) December 2019
- 2020 – 2022 Exceeded Sales Goals by 100% during the First Five Months After Training
Achieved Foreign Trip As JAS 2021 Contest