**Gerald Joseph S**

**Email Id**:ricardo\_2006@rediffmail.com **Mobile No**: +919943219111

* Systematic approach in handling any situation
* Ability to think with clarity
* Ability to manage people
* Flair for innovation and creativity.
* Excellent skills in communication and collaboration
* Easily adaptable to any settings and able to learn new techniques in a short period of time
* Committed A dynamic individual who firmly believes in “WHERE THERE IS A WILL, THERE IS A WAY
* Leadership skills
* Self confidence
* Sincerity, Honesty
* Fine-tuned Communication skill
* Determination to perform and Progress
* Positive attitude and improvement oriented views
* A corporate /Marketing Professional with extensive experience in brand management and developing/implementing communication strategies across channels.
* Capacity to meet strict deadline in a professional and timely manner.
* Reliable and responsible self-starter
* Excellent interpersonal skills; ability to communicate tactfully and negotiate resolution.
* Internal/External Communications
* Team management/multi team coordination – Interpersonal skills to facilitate work with a wide range od individuals and groups from culturally diverse publics

**Career Development**

**Freelance Corporate Investment Associate**

**October 2018 till Date.**

Advising on various Investment plan

Life and Health Insurance.

ULIP Investment

Share/Stock Market Investment

Mutual Fund Investment Advisory.

Need based financial advisory given to Individual and Intuitions.

**Bajaj Alianz General Insurance Co ltd, Territory Manager**

***3rd Mar, 2016 till Sep 2018***

***Key Deliverables:***

* Handling the Sales Vertical for entire Nilgiris,
* Recruiting Agents and developing business through the agents.
* Guiding and generating business through the Banca channel.
* Around 10 partner bank business need to be generated.
* Timely updates on products proper training and hand holding to the team of Agents and banca partners

**IDBI BANK LTD, Cluster Head, Coonoor**

***4th Dec 2014 to 18th Dec 2015***

***Key Deliverables:***

* Handling Sales Vertical for Nilgiris and Tirupur Region – Retail & Corporate.
* Drive sales by managing a Sales Force of 160 spread across region network of 7 Branches.
* Increase customer base for conventional banking products.
* Responsible for increasing the book size of the Bank along with revenue targets related to Third Party products.
* Cross selling of Mutual Funds /Insurance/ Fixed Deposits/ and all Banking Related Products
* Performed statistical analysis on data to evaluate and isolate the critical factors influencing trends and relationships of variables to drive improved results
* Provide development analysis and relevant data extraction by utilizing various resources via web- based and existing systems.
* Create and maintained extensive reports using advanced macros and database capabilities in spreadsheets.
* Performed statistical analysis on data to evaluate and isolate the critical factors influencing trends and relationships of variables to drive improved results.
* Provide feedback to senior management and identified problem areas for proactive solutions.
* Interacted with various business team members to gather and document the requirements.
* Created page layouts, search layouts to organize fields, custom links, related lists, and other components on a record detail and edit pages.
* Interacted with various business team members to gather and document the requirements.
* Created page layouts, search layouts to organize fields, custom links, related lists, and other components on a record detail and edit pages.

**NEEDLE INDUSTRIES (INDIA) PVT LTD, Assistant Manager (Sales Administration)**

***12th Nov 2012 to 26th May 2014***

***Key Deliverables:***

* Was In charge of the National Sales.
* Was charge of 18 Sales Offices across the Country
* 4 Divisional Sales Manager Report to me on a Daily basis on their Sales of their Division.
* We do around 10 cores turnover of sales per month
* Daily Dairy Follow-up.
* Day to day Correspondence
* Warehouse Dispatches
* Insurance regarding the dispatches and transport follow up
* Stock Allocation to Depots
* Price /MRP/ Price Revisions
* Sales Accounting Functions Systems
* Annual Budgets & Expenditure Budget Planning
* Renewal Follow up of Trade Marks
* Filing and maintaining of Trade Mark Renewal Certificates, Registration Certification, and Patent.
* Certificates, Indemnity Bond Letters follow up.
* Follow-up of Oppositions
* Working with business counterparts to identify demand / needs and prioritize.
* Working cross-functionally with other teams for resolving issues Creating materials and facilitate meetings with business groups, senior level management and above

**KOTAK MAHINDRA OLD MUTUAL LIFE INSURANCE CO LTD, Deputy Manager, Coonoor**

***23rd Aug 2011 to Sep 2012***

***Key Deliverables:***

* Head the Alternate Channel for Nilgiris,
* Handling around 20 Corporate Associates in and around Nilgiris for Life Insurance Business.
* Training and executing sales from the Corporate Associates.
* Reaching the branch targets on a monthly basis through the sales force.
* Maintaining the profitability of the Branch
* Training and motivating Business Associates and their Financial Advisors to get themselves qualified for different club membership and reach their targets.
* Looking after the smooth running of the branch.

**ICICI PRUDENTIAL LIFE INSURANCE – Agency Manager, Coonoor**

***15th May 2006 to 30th July 2011***

***Key Deliverables:***

* Joined as a Unit Manager in May 2006, took a promotion as a Agency Manager in November 2007 Recruiting Financial Advisors
* Achieving targets through the Financial Advisors
* Motivating and training advisors in their field works
* Coordinating all activities of the financial Advisors
* Imparting Product knowledge
* Meeting clients on and keeping a close relationship to maintain cliental.

**ICICI BANK LTD Business Development Manager, Coonoor**

***3rd Dec 2004 to May 2006***

***Key Deliverables:***

* Was appointed in December 2004 in the ICICI bank in the DIRECT Web Trade Division, was in charge of the Direct Business Catalyst (DBC) over all business for the Coimbatore region.
* Was in charge of 15 DBC in the region. Basically looking after the operations of the DBC.
* Making the dealers get more clients to trade. Helping the DBC to increase business volumes.
* Guiding the clients on the market trend and advising them on their trading.
* After a successful 5 month of service the company shifted me to ICICI Bank
* To Handle a team of 20 MRE (Market Research Executives)
* Basically the MRE get new business on Household products
* My main portfolio is to see that these MRE get complete product knowledge
* Training of the MRE on the product knowledge
* Setting targets and motivating the MRE to achieve the set targets
* Conducting various promotional activities
* Going for sales call to HNI clients
* Maintaining a cordial relationship between the client
* All related scrutinizing of the form including account opening form (KYC)

**Matheson Bosanquet Ent, Ltd Marketing Manager, Coonoor**

***1st Dec 1999 to 30th Oct 2004***

***Key Deliverables:***

* Complete In charge of the marketing of their products Packet Tea and Bulk Tea
* Traveled all over Tamil Nadu to have a study over the market and accordingly planned our marketing trips
* Visiting all the clients on a regular basis and having a cordial clientele
* Setting targets and providing statistical plan to achieve the set targets
* Motivating Dealers to reach their targets and planning on different schemes to promote business.

**Duncan Industries Ltd TEA TASTER/ Marketing Manager**

***13th Jun 1993 to 30th Jul 1998***

***Key Deliverables:***

* Handling the administration of the Coonoor Branch
* Complete Tasting of teas for our Domestic / Export consumption
* Handling all buying of teas in all three major auction centers in South India for Domestic and Export Consumption
* Handling all correspondence work relate to the operations of the office like dispatching, Sales tax and general correspondence
* Providing Statistics about the detailed World (Crop / Production / Export / Internal,) Indian
* Crop / Production / Export / Internal, and all related features

***Academia***

* M.A., Public Administration, Annamalai University
* Diploma in Computer Applications.
* Diploma in Computer programming (Omega), COMPUTER POINT

***Personality Trait***

* Leadership skills
* Self confidence
* Sincerity, Honesty
* Fine-tuned Communication skill
* Determination to perform and Progress
* Positive attitude and improvement oriented views

***Personal Details***

Date of birth 29th May, 1970

 Nationality Indian

 Religion Roman Catholic

 Marital Status Married

 Linguist English & Tamil

***Communication Address***

58/4G Sharon Cottage, Chandra Colony, Moores Garden, Coonoor 643 101