



# AJIN K B

## CONTACT

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## EDUCATION

- 2021**  
**MASTERS OF BUSINESS ADMINISTRATION (MBA)**  
BHARATHIYAR UNIVERSITY
- 2018 - 2021**  
**BACHELOR OF BUSINESS ADMINISTRATION (BBA)**  
CALICUT UNIVERSITY (FIRST CLASS)
- 2018**  
**HIGHER SECONDARY**  
Science
- 2016**  
**SSLC**

## LANGUAGE

- English
- Hindi
- Malayalam
- Tamil

## CERTIFICATION

INTERNAL QUALITY ASSURANCE  
CELL WEBINAR  
(BUSINESS DEVELOPMENT)

## PROFILE INFO

A highly motivated and multifaceted graduate who is seeking an opportunity to work in a challenging work environment, who has a strong background in Marketing, Sales, and problem-solving skills with innovative ideas, who is ready to take the next career step with a respected firm focused on high professional growth and standards.

## WORK EXPERIENCE

- BUSINESS DEVELOPMENT EXECUTIVE**  
**PROXIMATE PROJECT MANAGEMENT SERVICE, UAE**  
December-2022 - Present
  - Researching organizations and individuals to find new opportunities
  - management regarding trends based on research
  - Developing goals for the development team and business growth and ensuring they are met
  - Produced surveys to collect customer feedback for increasing sales
  - Developed promotional strategies for new products
  - Contacting potential clients to establish rapport and arrange meetings
- MARKETING & SALES**  
**FALCON CORPORATE SERVICES, UAE**  
April 2021- November 2022
  - Closely communicated with the sales team to develop sales strategies
  - Communicated with team members and vendors about business goal
  - Conduct research and analyzed all aspects of the E-commerce industry including competition, market trends, new technology/products, etc..
  - Initiated various types of tailored strategies for companies, according to varying needs

## MY SKILLS & EXPERTISE

- Marketing Communication
- Client Development
- Ms Office
- E\_Commerce
- Business Development
- Communication & Interpersonal skills
- Project Management
- Vendor and Client Relations
- Team Leadership
- SEO
- Product Expertise.
- Relationship-Building
- Closing

## CRM SOFTWARE

- Hubspot
- Trello