



PROFILE

MBA graduate in finance and international business with 3-year experience as business development manager and one year experience as customer relationship manager at a reputed building construction company in Kerala, India. I am a leadership professional, experienced in team management and the ability to provide directions and strategies to encourage the achievement of company objective. And I have strong drive to succeed with an exceptional aptitude for identifying risks and developing solutions. Ability to work alone or with a team. Proven leadership skills include being detail-oriented and managing time wisely. My knowledge and skills, and to be a part of team that dynamically work towards the growth of the organization. Intend to build career with leading co-operate or high-tech environment with committed and dedicated people, which will help me to explore myself to associated with a progressive organization that gives scope to apply fully and realize my potential.

EMMANUEL JOSEPH

WORK EXPERIENCE

Business Development Manager

DAFFODILS HOMES – Thodupuzha, KERALA

01/06/2020 to 24/11/2023

- Improve the business of the company for the past 3 years with my skills and new strategies
- Achieve my target within the time
- Leads generate through social media and converted to company's business and follow digital marketing trends on social media
- Create smooth customer relationship with clients Ensure their satisfaction level about company
- Check the Specifications and Approval checklist and ensure that there is no delay on work
- Monitor business competitors and prepare better plans to overcome their challenges
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Customer Relationship Manager

DAFFODILS HOMES – Thodupuzha, KERALA

01/01/2023 to 24/11/2023

- Coordinate 15+ customers
- Build and maintain a good customer relationship and culture
- Lead subordinate
- Manage their concerns and complaints through online reviews and face to face communication
- Perform as an intermediary between firm and customer
- Analyze customer data
- Generate new leads through existing customers with an impressive relationship

PERSONAL INFORMATION AND CONTACT DETAILS

Date of Birth - 24/06/1996

Nationality - Indian

Gender - Male

Location -

Vattukalathil House,

Vizhikkithodu PO, Kottayam

Kerala

Phone +91 8848669224

~~Passport No -~~ U74873667

Linkedin -

<https://www.linkedin.com/in/emmanuel-joseph-39231a167>

Email -

emmanueljoseph045@gmail.com

Ready for immediate joining

LANGUAGES KNOWN

- English Fluent
- Hindi Intermediate
- Malayalam Native
- Tamil Intermediate

CERTIFICATE

- Diploma in multilingual office automation and financial accounting of C-DAC
- Tally ERP 9
- MS Office
- Facebook Certification for digital marketing
- Google certification for social media marketing

EDUCATION

Marian international institute of management Kuttikanam ,Kerala
2018-2020

Completed MBA in Finance and international business with first class

St.Dominic's College Kanjirapally, Kerala

2014-2017

Completed B.com Computer Application with 55% mark

Higher secondary education(+2)

From St.Thomas higher secondary school Erumely, Karala with 62% mark

2012- 2014

SSLC(10th)

From St.Ephrems high school Chirakkadavu, Kerala with 78% mark
2012

KEY SKILLS AND CHARACTERISTICS

- Strong ability to achieve targets on time
- Solution focused
- Excellent communication, co-ordination and supervisory skills
- Client relations
- Preparation of detail market study day by day
- Have good knowledge and experience on clients taste and preference and client handling
- Open minded and able to be work in complex projects & Environment