



# NIJISH RAJAN

## Marketing Manager

Dedicated professional with a diverse background in channel partnering, business development, and real estate. Adept at driving revenue growth, forging strategic partnerships, and executing successful marketing initiatives. Possesses extensive experience, including 4 years in HDFC Bank as a loan process and customer updates specialist in Chennai (2008-2012), 4 years as a team leader in sports-related processes at Habiliss Systems Private Ltd in Chennai (2012-2016), 3 years as a team leader in customer support at JindalX in Bangalore (2016-2019), and 4 years in channel partnering, real estate, and business development at CeeYen Real Estate Agency in Chennai (2019-2023).

## Contact

### Phone

+971 569396326

### Email

nijish86@gmail.com

### Address

No.203, Old Lootah building,  
AL Karama, Dubai : 6009

## Education

2008

### Hotel Management

Asan Institute of Management

## Expertise

- Channel Partnering
- Business Development
- Real Estate Management
- Team Leadership
- Customer Support
- Strategic Planning
- Market Research and Analysis
- Negotiation
- MS Office (Excel, Word, PowerPoint)
- Hardware and Networking

## Experience

### 2019 - 2023

Company Name CeeYen Real Estate Agency

#### Business Development Manager

- Lead business development initiatives, driving revenue growth and market expansion.
- Cultivate strategic partnerships with key stakeholders to enhance business opportunities.
- Implement channel marketing strategies to promote company services and increase market visibility.
- Conduct market research and analysis to identify emerging trends and growth opportunities.

### 2016 - 2019

Company Name I JindalX, Bangalore | 2016 - 2019

#### Team Leader, Customer Support

- Managed and coached a team of customer support representatives, ensuring high-quality service delivery.
- Implemented process improvements to optimize efficiency and enhance customer satisfaction.
- Conducted performance evaluations, provided feedback, and facilitated training programs for team members.

### 2012 - 2016

Company Name I Habiliss Systems Private Ltd, Chennai | 2012 - 2016

#### Sports Process Team Leader

- Oversaw sports-related processes in a knowledge process outsourcing (KPO) environment.
- Conducted research, analysis, and reporting on sports-related topics for clients.
- Provided support and assistance to clients and internal teams, ensuring timely and accurate deliverables.

# Language

- English
- Hindi
- Malayalam
- Tamil

## 2008 - 2012

Company Name | HDFC Bank, Chennai | 2008 - 2012

### Loan Process and Customer Updates Specialist

- Managed loan process and customer updates, utilizing company software and MS Office, including Excel.
- Updated customer records, processed loan applications, and maintained accurate documentation.
- Provided customer support, addressing inquiries, and resolving issues in a timely manner.

## Hobbies:

- - Cricket: Played league cricket in Tamil Nadu, division cricket.
- - Football: Played recreationally and coached for Vivekananda College Chennai.
- - Badminton: Played recreationally.
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- \*Sports Coaching Experience:\*
- - Coached junior cricket teams and school teams.
- - Coached football for Vivekananda College Chennai.