

MARCEL SIMON JULIEN.D

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Objective

To work in the organization where I can utilize my expertise in this field by adding value of reputation & profit to the organization and to secure a challenging position in a reputable organization to expand my learning, knowledge and skills.

Experience

- Senior Business Development Executive at **AZIMUTH Software Solutions INDIA Pvt Ltd (AZIMUTH ACADEMY)** (Pondicherry) From April 13 2017 to June 07 2022
- Customer Due Diligence (CDD) Analyst, UK Annual Revenue process in **HSBC Bank**, Hyderabad (From May 2015 to April 2016)
- Service coordinator and Part Pending coordinator in Service department in **WHIRLPOOL** branch office Hyderabad (From September 2014 to April 2015)
- Billing and Marketing at **Thiru Corporation**, Pondicherry (From February 2013 to March 2014)

Responsibilities and Duties in Azimuth Academy

- Making cold calls and following up.
- Taking care of enrollments and login credentials.
- Oversee the sales process to attract new clients.
- Work with senior team members to identify and manage risk.
- Maintain fruitful relationships with clients and address their needs effectively.
- Research and identify new market opportunities.
- Prepare and deliver pitches to potential investors.
- Fix appointments for meeting with clients and partners.
- Building business relationships with current and potential clients.
- Creating informative presentations presenting and delivering information to the potential clients at client meetings.
- Preparing invoices/statement of accounts and follow up of receivables. Coordinating with my employees (Team). End of the day I have to send a closing report to my Business Head.

Responsibilities and Duties in HSBC

- Knowing your customers (KYC).
- Review customer profiles to identify possible patterns of money laundering and terrorist financing activity, ensuring compliance with applicable internal policies and procedures and external regulations.
- We deal with business accounts (High Risk Customers). In a business account we may find 5 to 15 personal KYC.
- Monitoring the personal KYC profile details of the customers and partners in the business account.
- In case of any missing information, we will go back to the customer through mail or phone to close the case.

Responsibilities and Duties in Whirlpool

- Sending reports to the Head office, warehouse and service partners like *open* call reports, close call reports and part pending call reports.
- Maintaining computerized information systems and participates in their development to improve efficiency within the unit.
- Replacement of products, Orders parts and maintains an inventory based on demand and after consultation with technicians.
- Part pending coordinator tracks the purchase of parts and part pending of parts of the customer maintained in a spreadsheet.

Responsibilities and Duties in Thiru Corporation

- Build and maintain strong, long lasting customer relationships.
- Ensure the timely and successful delivery of our products according to customer needs and objectives.
- Billing monitoring the customer accounts by maintaining spreadsheets and files and tracking the status of invoice.

Academic Qualification

- **MBA** from St. Xavier's Institute of Business Management Studies HYDERABAD (2014 -2016) Distance
- **B.com** from St. Joseph's College of Arts and Science, TAMILNADU (2009 to 2013)
- **HSC** from Petit Seminaire Higher Secondary School, PONDICHERRY (2009)
- **SSLC** from St. Patrick's High School, HYDERABAD (2006).

Additional Qualification

- TALLY. ERP9.

Summary of Software Skills

- **Operating System:** Windows
- **Packages:** MS-Office
- **Multimedia tools:** Photoshop

Personal Skills

Initiative / Proactive / Disciplined / Team Player / Idealistic / Self-Motivated / Good Listener & Observer / Copes Under Work Pressure.

PERSONAL PROFILE

Date of Birth	:	14.10.1990
Marital status	:	Married
Nationality	:	Indian
Religion	:	Christian (RC)
Mother Tongue	:	Tamil
Languages known	:	English, Hindi, Telugu
Hobbies	:	Listening music, Karate & Playing Cricket

DECLARATION:

I hereby, declare that all the statements made in this application are true, complete and correct to the best of my knowledge.

Signature:

Date:

D.MARCEL SIMON JULIEN