



# NIGHIL FRANCIS

## Skills

- - Well qualified and experienced in fast paced environments that depend on efficiency and accuracy
- - Exceptionally competent , self -starter with good planning, decision making and high standard of communication skills .
- - A hardworking and self -directed individual .
- - Have a positive outlook and is always open to changes .
- - Ability to accept any feedback positively and to learn and unlearn .
- - Possess excellent Interpersonal skills , negotiation and problem solving ability , presentation skills , organizing skills , time management skills and the ability to motivate people .
- - Ability to analyze and interpret complex information .
- - Ability to deal with highly confidential matters professionally and discreetly .

## OBJECTIVE

**To secure a responsible position and use the best of my knowledge and skills to fulfill organizational objectives and constantly acquire knowledge , concepts and skills through hard work, dedication and strive for excellence in all my undertaking**



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**Dubai, UAE**



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## Work Experience

**Company Name** - **AXIS BANK LTD**  
**Designation** - **BUSINESS DEVELOPMENT EXECUTIVE**  
**Duration** - **2017 - 2019**

1. Customer acquisition: Actively seeking out new customers and pitching banking products and services to them.
2. Relationship management: Building and maintaining strong relationships with existing customers to ensure their satisfaction and loyalty.
3. Meeting sales targets: Setting and achieving sales targets for various banking products such as loans, credit cards, savings accounts, and investments.

**Company Name** - **RELIANCE FRESH SUPERMARKET**  
**Designation** - **CASHIER & WAREHOUSE WORKER**  
**Duration** - **2020 - 2022**

1. Reliance Fresh is a popular supermarket chain in India owned by Reliance Industries Limited, one of the largest conglomerates in the country. Reliance Fresh primarily focuses on offering a wide range of grocery and household products, including fruits, vegetables, dairy products, packaged foods, personal care items, and home essentials.
2. Reliance Fresh has played a significant role in the transformation of India's retail landscape, particularly in the grocery segment, by introducing modern retail practices and technologies. The chain has also expanded its presence through various formats such as Reliance Smart, Reliance Market, and Reliance Digital.
3. In Reliance Fresh's warehouse you may be responsible for various tasks like inventory management, receiving and dispatching goods, organizing warehouse space and ensuring proper handling of products.

**Company Name** - VENTURA SECURITIES LTD  
**Designation** - SALES REPRESENTATIVE  
**Duration** - 2022 - 2024

1. Relationship Building: Cultivating strong relationships with clients by understanding their financial goals, risk appetite, and investment preferences. Providing personalized advice and recommendations on investment products such as equities, mutual funds, commodities, derivatives, and other financial instruments offered by Ventura Securities Ltd.
2. Client Servicing: Providing ongoing support and assistance to clients throughout the investment process, including account opening, transaction execution, portfolio monitoring, and resolving queries or concerns in a timely manner.
3. Continuous Learning and Development: Keeping abreast of industry developments, market trends, and product innovations through training programs, workshops, and self-study. Continuously improving sales skills, product knowledge, and understanding of financial markets to enhance performance and career growth opportunities.

## Education Qualification

- 2017 - **DEGREE OF BACHELOR OF COMMERCE** (MG UNIVERSITY)  
SDPY College Of Commerce, Ernakulam, Palluruthy
- 2014 - **HIGHER SECONDARY** (Kerala Board of Higher Secondary Examination)  
SDPY Higher Secondary School, Ernakulam, Palluruthy
- 2012 - **SSLC** (Kerala State Board)  
St John De Britto Anglo Indian Boys High School, Fort Kochi

## LANGUAGE KNOWN

- English
- Malayalam
- Tamil