



Geethu Gopakumar

318-Shree Balaji Nivas , 9th Main HRBR layout 1st block,
Bangalore 560043 | +919930397407
|geethu.gopakumar65@gmail.com | 06 /05/1994

OBJECTIVE

To acquire a challenging position in managing Corporate Clients where I can utilize my skills for the benefit of the organization.

SKILLS

- Communication
- Tableau
- Presentation Skills
- Jira
- Wordpress
- Sales Strategy
- Investment planning
- Client Relationship building and management
- Ms Office (Excel ,Word,Access, Powerpoint)

LANGUAGES

English | Hindi | Marathi | Malayalam

EXPERIENCE

Key Account Manager • ICICI Prudential Life Insurance • March 2022-Till date

- Managing Karnataka and Kerala clients for Employee benefits , Retaining and managing relationship with existing clients
- Presenting the performance of our products to corporate clients
- Managing corporate clients and having knowledge about Employee benefit products.
- Managing Teams and driving team towards target

Project Manager • Gopika Electricals PVT LTD • DEC 2020– March 2022

- Managing Top clients , Understanding the project needs.
- Participating in Quote
- Onboarding new vendors

PERSONAL BANKER • HDFC BANK LTD • MAY 2019– DEC 2020

- Generating business for branch by achieving targets (includes Sa,CA,LI,PL,LAS,LAP,GI,SIP,MF,CC).
- Identified opportunities to create lasting relationships with High Net Worth Clients.
- Assist clients in making beneficial and strategic decisions regarding investments

RF ANALYTICAL ENGINEER • DISTINCTIVE TECHNOLOGY PVT. LTD • AUG 2016 – APRIL 2017

- RF Report Making for Reliance jio,Vodafone,Idea.
- EMF Report Making for Vodafone.

EDUCATION

MBA • ICAI BUSINESS
SCHOOL, MUMBAI
UNIVERSITY | MARKETING •
2017-2019

- Graduated with 7.8
GPA

HOBBIES

- Sketching | Dancing

- Member of bussing researcher and Dfusion

BACHELOR OF ENGINEERING • PILLAIS COLLEGE OF ENGINEERING •
ELECTRONICS AND TELECOMMUNICATION • 2012-2016

- Graduated with 6.4 GPA
- Member of bussing researcher and Dfusion

HSC • NATIONAL EDUCATION SOCIETY BHANDUP •
BIFOCAL ELECTRONICS • 2012

- Graduated with 68.85

ACHIEVEMENTS

- Outstanding performance for HNW FD/RD penetration
 - Best Retention RM 2024
 - Outstanding performance 2023

PROJECTS ,CERTIFICATES

DIGITAL MARKETING CERTIFICATION

- wordpress, Google Ad word, Youtube, Facebook, Instagram marketing

SALES REPRESENTATIVE INTERN • HIRANANDANI CONSTRUCTIONS
PVT. LTD, REAL ESTATE • MAR 2018-JUNE 2018

- Connecting with corporates for promotion of product and organizing event to launch product
- Channel partner Co-ordination so as to generate leads
- Won 2nd Prize in Dance Competition at Hiranandani Cultural Fest
- Volunteered for Kritiv Creative club at IBS Mumbai 2018
- Won 2nd Prize in Konflux Fest dance competition 2018



