Mathew Sebastian

Graduate



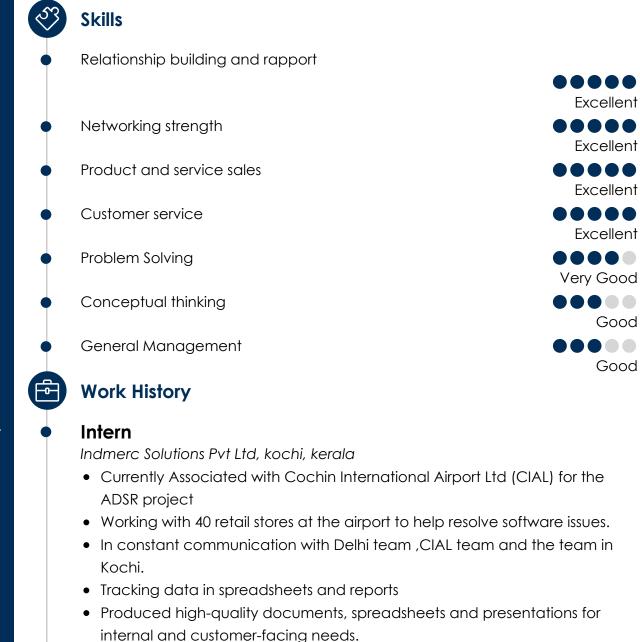
🔍 Kochi, Kerala, 682017

• +91 9746120441

in https://www.linkedin.com /in/mathew-sebastian-0286b

mathewsebastian22@gmail.com

Seeking an employment opportunity where I intend to build a great career and have an understanding of the workings of a company and improve my skills and abilities while contributing to the conducive work environment and vision of the company.



2021-02 - Current

2020-06 - 2020-09



Business Development Manager

	 10XACE Architectural Auxiliary Services, Bangalore, Karnataka Reached out to potential customers via telephone, email and in-person inquiries Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit Uncovered and qualified prospects and sales opportunities in targeted markets using external resources Applied strategic negotiation and sales closing skills to bring in new accounts Created reports and presentations detailing business development activities.
2019-05 - 2019-05	 Sales/Marketing Intern Seger Overseas Pvt Ltd, Bangalore, karnataka Converted 3 Prospects in a span of one month Helped with planning and hosting of marketing events Contributed to mock-ups, email campaigns and social media content Provided administrative support to senior staff including creating proposals and organizing documentation Reported daily work to CEO, identifying areas for improvement and collaborating to increase knowledge and rectify problems.
2018-05 - 2018-05	 Management Trainee Shahi Exports Pvt Ltd, Bangalore, karnataka Established open and professional relationships with team members which facilitated communication, quickly resolving issues and conflicts Conducted an observational study in the Production and Quality Department. Education
2018-06 - 2020-06	Bachelors in Commerce: Bcom- Regular
2010-00 - 2020-00	St Josephs College Of Commerce - Bangalore, Karnataka
2004-06 - 2017-05	High School Diploma The Choice School - Kochi Kerala
	Q Certifications
2021-02 2021-01	 Business analysis (Udemy) Supply Chain Management- Learning perspective (Korean Advanced Institute of Science And Technology)
	Special Interests
	 Kayaking Reading books on personal development and financial management.