



# Jithin B Raj

Thiruvonam,Kadavila,Vanchiyoor (PO) Attingal,Thiruvananthapuram 695102 TRIVANDRUM  
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## OBJECTIVE

To Work in a Challenging Environment to enhance my skills as well as grow with the Organization and to achieve the scalable heights along with the Organization and to learn and improve my personal skills by interacting with the members of the Organization.

## EXPERIENCE

Sep 2018  
- June  
2022

- **SENIOR SALES OFFICER**  
HDB FINANCIAL SERVICE LTD, TRIVANDRUM  
Operations and Document verifications  
Lead, direct and mentor sales and marketing teams to achieve hundred percent outcome.  
Resolve customer needs.  
Understand customer financial needs and objectives.  
Recommend appropriate financial product or service to the customer.  
Assist and support bank management in delivering customer services.  
Prepare sales and marketing statements and reports for the top management of the bank

Dec 2017  
- Aug  
2018

- **Territory Manager**  
Karthikk Systems-Canon Authorized Dealer, Trivandrum  
Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements Prepares reports by collecting, analyzing, and summarizing information.  
Organizing sales visits

## EDUCATION

Apr 2014  
- Nov  
2016  
Apr 2011  
- May  
2014

- **MASTER IN BIOCHEMISTRY**  
MG UNIVERSITY, KOTTAYAM
- **BACHELOR OF SCIENCE IN BIOCHEMISTRY & INDUSTRIALMICROBIOLOGY**  
UNIVERSITY OF KERALA, TRIVANDRUM

## CERTIFICATIONS

- **HYGIENE AND FOOD SAFETY MANAGEMENT SYSTEM (HACCP)**
- **Occupational Safety and Health Administration (OSHA)**
- **LEVEL THREE TRAINING COURSE IN HACCP FOR MANUFACTURING**

## SKILLS

Biochemist/Microbiologist

100%

Food safety Management

100%

Sale executive

100%

Safety Officer

80%

## PROJECTS

- **POST GRADUATION LEVEL PROJECT**  
Nitric oxide signaling in RBC of cancer Patients under chemotherapy under the guidance

of Dr.P.Gajalakhshmi, Department of Cancer Biology, AU-KBC Research Centre, MIT Campus, Anna University, Chennai.

- **GRADUATION LEVEL PROJECT**

Comparative analysis of expression of reporter gene green fluorescent protein in and *Saccharomyces cerevisiae* under the guidance of Mrs.C.Smitha project initiator of Biogenix Research Centre Thiruvananthapuram.

#### EXTRA CURRICULAR

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- Volunteered and coordinated NSS activities
- Volunteered and participated in Blood Donation camp
- Participated in Nature education camp conducted by Kerala Forests & Wildlife Department At Shendurney Wildlife Sanctuary
- Cultural head and core committee member in National level biofest Pranah conducted by The School Of Biosciences, Mar Athanasios College for Advanced Studies, Thiruvalla

#### PERSONAL PROFILE

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- Name : JITHIN B.RAJ
- Age : 28
- Date of Birth : 05/04/1994
- Sex : Male
- Marital status : Single
- Languages known : English, Malayalam, Hindi.
- Passport Number: M1344894

#### DECLARATION

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- I declare you that the above furnished details are true and fair with in my knowledge

JITHIN B.RAJ