

JOHN BAPTIST VINOD

MOB: 7411013617, E-MAIL john.royan@gmail.com,

PROFESSIONAL EXPERIENCE

Consultant & Master Trainer (Soft skills, Sales & Motivation, CRM) for WLPL, Kedge Consulting, TMI Group, Tour de force, HTS and BAGIC. (Since March 2011).

Training Clients

- **BFSI – (Kotak Bank, Ujjivan small fin bank, Axis Bank, Axis Securities, Axis Digital Centre, IDFC First Bank, IndusInd Bank, , LIC, LIC- Home Fin, Belstar, HDFC Ergo GIC, Baja Alliance General insurance, Bima Karo.in, Tata Capital, Mahindra & Mahindra Financial Services Ltd), on Banking/ Insurance process Train the Trainer (T3) programs on Sale, Customer Services, Leadership and Banking/Insurance, Process/Products Etc. As well as Train the Trainer programs.**
- **FMGC: JSW Paints and BPCL** (for Area Officers on Products, Process, sales and soft skills)
- **Wellness: Indian Health Organisation Pvt. Ltd,** (for Tata Capital on Products, Process, sales)
- **Educational Institutions: SJEC, ITM, JNC, Anna university, - (ME/Mtech, MBA students Etc))** on, soft skills, Team / Customer Relationship Management & Leadership, Crisis management.

Intelenet Gobal Services Ltd as Manager- Training (L&D) (March 2018 – Dec 2018) for Axis Digital circle

Profile

- *Designing content and Training at Client Location*
- *Training Pan India team of Axis Digital RM and Intelenet Global Staffs of Axis Bank Client on Products / Sales and Customer service*

IndusInd Bank Ltd as Manager (June 2007 – Jan 2011) in Retail Banking

Profile

- Business Planning & Implementation, Organizing promotional & sales activities, Sales for Retail Banking products including Fee based products, Portfolio management for clients (Life insurance, General Insurance, Pvt Equity, PMS, MF, Gold Etc.).

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ING Vysya Life as Sales Manager (July 2006-June 2007)

Profile

- Recruitment of Business partner, Training Partners on Sales and Support, Management of Business Partners, Corporate presentations, account management, organizing promotional & Sales activities.

CMS Computers Ltd. Center Head Commercial Bangalore. (Nov 2005- June 2006)

Profile

- Handling Commercial Team of Bangalore. Brand Building. Customer Relations Management. Planning and implementation of business plans.

ICICI Prudential LIC Ltd. as Unit Manager since Oct 2004 –Aug 2005

Profile

- Recruitment of Business partner, Training Partners on Sales, Management of Business Partners, Business Planning & Implementation, and College/Corporate presentations, account management, organizing promotional & Sales activities.

TEAM TECH as Corporate Manager from Apr 02 - June 2004

Profile

- Corporate Training, Handling Technical Team, Customer Relations Management, Heading Sales Team, Placement Consultancy Division (HR), Training staff on Sales and Customer Care & Training Students on Soft skills and Call Centre Training etc.,

Software Technology Group International Ltd. As Head of Admin, Audit, HR & Logistics for the regions (Goa, Kerala & Karnataka). From May 01 to March 02

Profile

- Administration of Bangalore Regional office, Management of Audit & Logistic for Goa, Kerala & Karnataka, Vendor Management, after handling all legal cases for Goa, Karnataka & Kerala centers & Training students on soft skills, and H R activities.

Jetking Infotrain Ltd as Placement Cum Admin officer, Bangalore. From Jan 98 –

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Apr 01

Profile

- Handling, placing students in corporate, Corporate Tie-ups, Training the Marketing Team in Selling Techniques, Training Staff on Customer relationship skills & Training students in personality development, communication etc., Placing students in corporate

EDUCATION

MBA in International Business Management from **Golden State University (U.S.A)**

B. Com from **St. Joseph Evening College.** (Bangalore University)

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OTHER QUALIFICATION

SIX SIGMA **YELLOW** BELT

Finsight-1 Training from ICICI Prudential Life Insurance Co ltd.

Sales Training from NIS (National Institute for Sales, Bombay)

Personality Development & Public Speaking at WIDIA India Ltd.

Leadership and Counseling course at CREST (Care & Counseling Center)

John Baptist Vinod