



BINEESH KUMAR B

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Kachamaranahalli,
Bengaluru,
Karnataka - 560087

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binsitsb@gmail.com

LANGUAGES KNOWN

English : Proficient.
Malayalam : Native
Hindi : Proficient
Tamil : Read and speak
Kannada : Beginner
Arabic : Speak.
Urdu : Speak.

SKILLS

Project Management



Problem Solving



Creativity



Leadership



PROFESSIONAL SKILLS

- Highly focused, confident, dedicated, and committed with a diversified skill set.
- Adapts to a wide range of organisational operations.
- Project oversight and corporate negotiations through effective communications.
- Proficient in networking and maintaining professional relationships.
- Focused on documentation, analysis, and problem-solving.
- Committed to taking the functions to the next level by consistently attaining targets in all areas of the organization.

PERSONAL STRENGTHS

- High energy yet focused, disciplined, and process driven.
- Reliable, resourceful, and result oriented.
- See me as an authentic leader with impactful leadership and influence.
- Competitive with a strong will to win, able to mentor, coach, and inspire others to action.
- Patient, punctual, and highly organized.
- Efficient team player.

EDUCATION

Master Of Social Work 2020 - 2022

Krupanidhi Degree College, Bengaluru

- Post Graduated in social work (general).

Includes - Medical & Psychiatry, Community Organisation, HR

-Gained extensive fieldwork experience (child and student welfare)

Bachelor Of Business 2011 - 2014

Administration

Madurai Kamaraj University

12th (ISC) 2003 - 2005

Trinity Lyceum, Kollam

10th (CBSE) 1994 - 2003

International Indian School, Riyadh, KSA

WORK EXPERIENCE

SENIOR ACADEMIC COUNSELLOR

Aug 2023 - Till Date

T.I.M.E. INSTITUTE

- Enrolling students for courses offered and follow up on enquiry.
- Understand student requirements and guide the students to the right program fitting his/her requirement.
- Explaining eligibility criteria, admission procedures, course structure and course details.
- Keeping updated about latest trends in CAT, GRE, MAT, GMAT Bank PO, GATE etc

COUNSELLOR

Oct 2022 - July 2023

JEEVODHAYA ASHRAMA

Paid -Internship

- Monitoring the welfare and developmental activities of girls in accordance with the District Child Welfare Committee.
- Help the children with their education, prioritising higher education to enable them to be independent.

CORPORATE SALES & MARKETING

Oct 2020 - Apr 2022

Part-time

GOLD'S GYM, Bengaluru

- Design unique programs as per client requirements.
- Generate sales leads into closed deals.

BRANCH MANAGER

Jan 2018 - Aug 2020

MKS Groups, Bengaluru.

- Directed recruitment/ training/ staff development initiatives to maximize productivity and revenue potential through the development of the sales and counselling team.
- Successfully increased employee retention by creating a positive work environment.
- To maintain a strong business relationship with clients/leads to drive business development.

OPERATIONS MANAGER

Oct 2017 - Nov 2018

Sivaa Group, Kollam.

- Contribute to the long-term planning of the company.
- Overseeing the management of the operational budget.
- Overseeing recruitment and selection of personnel.
- Worked on marketing campaigns for brands.
- Handled multiple digital accounts.

BUSINESS DEVELOPMENT MANAGER

Jul 2013 - Jun 2017

Rukn Al Emlak Co. Ltd., Riyadh, KSA.

- Managed HR which was manpower supply and have done own recruitment for other companies which included skilled labours, technicians, engineers, managers, crane operators, and riggers (levels 1,2,3).
- Licensed manpower supply for SAUDI ARAMCO.
- Providing feedback and aftersales support for management.
- Conduct research to identify new markets and customer needs.
- Mentor, motivate, and guide executives, coordinators, and sales staff.
- Following up on new business opportunities and setting up meetings.
- Planning & preparing presentations, and attending conferences and industry events.
- Build long terms relationships with new and existing customers.
- Communicating new product developments to prospective clients.

COMPUTER SKILLS

MS WORD
MS EXCEL
MS POWERPOINT
SPSS
CANVA
SEO
WORDPRESS
ELEMENTOR

PROFILE

Mother's Name : Sherly KP
Father's Name : Bhasma kumar
Spouse Name : Sita Biju
Marital Status : Married
DOB : 31-01-1988
Nationality : Indian
Passport No. : M5512341

INTERESTS

MUSIC
FITNESS
READING
CRICKET
BADMINTON

BUSINESS EXECUTIVE

May 2012 - Jul 2013

Rus Arabian Cont. Co., Al Khobar, KSA.

BUSINESS COORDINATOR

Aug 2009 - Jul 2011

Rukn Al Emlak Co. Ltd., Dammam, KSA.

FRONT OFFICE ASSISTANT

Jun 2007 - Aug 2009

Sarada Offset Press, Kollam, Kerala, India.

INTERNSHIP & VOLUNTEERING EXPERIENCE

1. Interned at The Samarthanam Trust For Disabled

Target Group - Physically challenged children
Duration - Two semester

2. Interned at Cheshire Homes

Target Group - Physically challenged children
Duration - One semester

3. Interned at Jeevodaya Ashrama

Target Group - Rehabilitation Of Women
Duration - One semester

4. Interned at American India Foundation

Target Group - Government Higher Primary School
Duration - One Month

5. Interned at The Prison Ministry Of India

Target Group - Prisoners Family and children's home
and Kholbe Home for children under The Prison Ministry
Duration - One Month

6. Interned at Jeevodaya Ashrama (Paid Internship)

Target Group - Rehabilitation Of Girls/Women
Duration - Dec 2022 -June 2023

PROJECT/RESEARCH

"A STUDY ON THE IMPACT OF QUALITY TIME IN CHILD PARENTAL RELATIONSHIPS AND THEIR LIFE AS ADULTS IN KOLLAM, KERALA, INDIA"

REFERENCE

1.Mr.JOEL PHILIP,
Project Lead,
Helping Hands Welfare Society,
Bangalore.
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I, BINEESH KUMAR B certify to the best of my knowledge and belief, the above information correctly describes my qualifications, my experience and me.

(BINEESH KUMAR B)