



SEBIN C KURIAN

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Qatar

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Professional Summary

Results-oriented professional with **5+ years** of experience in banking, wealth management, financial services, and hospitality sales & marketing. Skilled in relationship management, portfolio growth, client acquisition, and cross-selling to maximize revenue and wallet share. Proven ability to develop and execute sales and marketing strategies, strengthen client and partner relationships, and lead teams to achieve targets. Strong expertise in market analysis, business development, and delivering superior client experiences while ensuring compliance and operational excellence.

Key Skills

- Relationship Management
- Wealth Management
- Client Acquisition & Retention
- Revenue Generation & Sales Strategy
- Hospitality Sales & Marketing
- Market Analysis & Competitor Benchmarking
- HNI & Affluent Banking
- Portfolio Growth & Fund Management
- Cross-Selling & Upselling
- Business Development
- Customer Experience & Satisfaction
- Team Leadership & Stakeholder Management

Work Experience

03/2025 - 01/2026

ASSISTANT SALES AND MARKETING MANAGER

SAPTHA RESORT AND SPA

- Developed and executed strategic sales and marketing plans to drive room bookings, MICE, leisure, and group business, increasing overall revenue and market share.
- Built and managed key client relationships with corporate accounts, travel agents, tour operators, and event planners to generate repeat business and long-term partnerships.
- Led, trained, and monitored sales team performance, setting targets, conducting reviews, and implementing motivation strategies to consistently exceed monthly and quarterly KPIs.
- Coordinated cross-functional operations with Front Office, F&B, Housekeeping, and Operations while managing sales forecasts, budgets, market analysis, and competitor benchmarking to ensure premium brand positioning and guest satisfaction.

06/2024 - 03/2025

RELATIONSHIP MANAGER AFFLUENT BANKING RETAIL WEALTH

YES BANK LTD

- Managed HNI banking and investment portfolios, driving growth in liabilities, fund balances, and wealth products through strategic portfolio planning and proposition-led engagement.
- Translated client insights, market trends, and competitor offerings into affluent value propositions, identifying quick wins and long-term revenue opportunities.
- Conducted ongoing market and customer need analysis to support portfolio deepening, cross selling, and new client acquisition, increasing wallet share.
- Collaborated with Product, Digital, CRM, and Operations teams to execute sales initiatives, improve customer journeys, and enhance digital channel adoption.
- Supported execution governance by tracking performance metrics, ensuring alignment with defined strategy roadmaps and business objectives.
- Ensured regulatory and policy compliance (KYC, risk controls) while balancing commercial strategy and customer experience excellence.

10/2022 - 06/2024
NRI RELATIONSHIP MANAGER
ICICI BANK LTD

- Managed end-to-end NRI banking operations from customer acquisition and onboarding (AOF) to servicing, ensuring execution of defined client strategies and seamless delivery.
- Analyzed customer behavior, market dynamics, and competitor positioning to derive insights and translate them into actionable relationship and revenue strategies.
- Designed customized banking and investment solutions aligned to client risk profiles and lifecycle needs, supporting portfolio growth and asset retention.
- Actively participated in cross-functional coordination with Product, Operations, and Compliance teams to implement service enhancements and sales initiatives.
- Identified gaps in existing offerings and provided feedback to internal teams to strengthen proposition design and client value delivery.
- Ensured strict adherence to regulatory frameworks and internal risk policies while supporting sustainable business growth.

12/2020 - 12/2021
FINANCIAL SERVICE CONSULTANT
ICICI PRUDENTIAL LIFE INSURANCE

- Developed and executed strategic sales plans to achieve targets, driving revenue growth and business expansion.
- Built and strengthened partner relationships with banks and stakeholders to maximize business opportunities and collaboration.
- Designed and delivered customer-focused programs and value propositions, including marketing, training, and presentation materials, to enhance partner engagement.

06/2019 - 10/2019
TAJ VIVANTA COIMBATORE: INTERSHIP

- Managed HR administrative operations by maintaining accurate employee records, updating online systems, and ensuring compliance with internal data management.
- Streamlined scheduling and documentation processes, including interview coordination, calendar management, and implementation of efficient filing systems.

Education

- 2026 **MBA, Human Resource and Marketing Management, Coimbatore Institute of Engineering And Technology, Coimbatore, Tamil Nadu**
- 2018 **Bsc., Catering Science and Hotel Management, Bharathiar University, Coimbatore**

Certifications

- IRDAI - INSURANCE REGULATORY AND DEVELOPMENT AUTHORITY INDIA, CAI1012220027
- NISM - NATIONAL INSTITUTE OF SECURITIES MARKETS CERTIFIED MUTUAL FUND DISTRIBUTOR, NISM-202200189969

Personal Info

- Passport Number : AK144215
- Date of Birth : 11/05/1996
- Nationality : Indian
- Marital Status : Married
- Visa Status : Residence Visa, Noc Available

Languages

- English | Malayalam | Hindi

Declaration

I hereby declare that the above-furnished details are true to the best of my knowledge and belief.