



## BINEESH KUMAR B

Flat No 201.  
Nandakee Nilayam,  
Shivappa Layout,  
Nammure Raste,  
Kachamaranahalli,  
Bengaluru,  
Karnataka - 560087

+91 7483988532  
+91 9544696579

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.

### Bachelor Of Business Administration

2011 - 2014

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*

## COUNSELLOR

Oct 2022 - July 2023

*JEEVODHAYA ASHRAMA*

Internship

## CORPARATE 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 team.
- Successfully increased employee retention by creating a positive work environment.
- To maintain a strong business relationship with customers 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 K P  
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 under Cheshire Homes**

Target Group - Physically challenged children  
Duration - One semester

**3. Interned at under Jeevodhaya Ashrama**

Target Group - Rehabilitation Of Women  
Duration - One semester

**4. Volunteered under American India Foundation**

Target Group - Government Higher Primary School  
Duration - One Month

**5. Volunteered under 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 under Jeevodhaya Ashrama**

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

**PROJECT**

"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.  
+91 9738 603 834  
joel.philip92@gmail.com

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)**