



# JUSTIN JACOB

BRANCH SALES MANAGER

Al Barsha Building, Room No: 3, Near  
Fresh Mart Supermarket, Satwa, Dubai  
Dubai, United Arab Emirates

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## ABOUT ME

To be part of an outstanding company and impart my knowledge and Skills acquired through training and work experience in the fields of Forex, Cashiering, Remittance services, Office administration and Banking, perfectly complimented by my academic background and professional experience in the process with the aim to develop more and to grow professionally.

## SKILLS

BUSINESS PRESENTATION SKILLS

LEADERSHIP SKILL

COORDINATION SKILLS

ABILITY TO MOTIVATE

EXTROVERT BY NATURE

## LINK

Marian College Kuttikkanam:  
<https://mariancollege.org>

## LANGUAGES

MALAYALAM

ENGLISH

HINDI

TAMIL

ARABIC

## HOBBIES

LISTENING  
MUSIC,PHOTOGRAPHY,DRIVING

## PERSONAL DETAILS

Date of birth  
15 Sep 1984

Nationality  
Indian

Visa status  
Visiting visa until 2025-03-13

Marital status  
Married

## WORK EXPERIENCE

AHALIA FINFOREX LTD  
Cochin India  
Mar 2021 - Jan 2024

### Branch Sales Manager

- Dealing with all major foreign currencies, it includes rate quoting, identifying the accuracy of notes, watching FOREX market fluctuations and analyzing, convincing customers against other competitors.
- Dealing with all major country remittance by following transfer rates and rules and conditions of destination countries banks.
- Follow the fraud prevention and security measures strictly abide by the RBI regulations against the Money laundering and financing terrorism (AML).
- Agency on boarding like FFMC, individuals, travels, banks, other corporate and educational consultancies etc.
- Regular visits of agents.
- Assist the foreign students to open international bank account And issuing foreign currency cards.
- Focusing on sales to achieve the company targets and goals.

REDHA ALANSARI EXCHANGE DUBAI  
Dubai  
Jun 2011 - Jan 2020

### Branch Operations

- Dealing with all major foreign currencies, it includes rate quoting, identifying the accuracy of notes, watching FOREX market fluctuations and analyzing, convincing customers against other competitors.
- Dealing with all major country remittance by following transfer rates and rules and conditions of destination countries banks.
- Receipt and payment of cash and cheques for all transaction including Remittances, Western Union, WPS, Credit card payments, National Bonds, bills payments etc. and its accounting.
- Cash advance against all major credit cards and its accounting responsible for all financial duties.
- Providing excellent customer services, handling multiple country transaction.
- Dealing with all kinds of customers like people from Dubai, foreigners etc.

MUTHOOT FIN-CORP LTD  
Cochin India  
Dec 2010 - Mar 2011

### Regional Officer (Forex)

- Served as regional officer.
- Marketing and business development.
- Profit generation plans.
- Maintained corporate relationships and corporate business development.
- Branch's support and supervision.
- Evaluation of daily and monthly sales reports of branches.
- Organizing business development plans and promotions.
- Clients meetings.
- Training and motivation programs for the employees.
- Support day to day branch operations.
- Support Forex bulk purchase and sale for the branches.
- Watching market trends and analyzing.
- Given Support for doing Outward remittance and FCDD transactions.
- Given AML & product training for the staffs (Induction program).
- Training and development.

**UAE EXCHANGE AND  
FINANCIAL SERVICES  
LTD**

Cochin India  
Aug 2008 - Nov 2010

● **Junior Executive**

- Branch operations (Gold loan, Foreign exchange, Money transfer, Ticketing and Insurance).
- Sales and marketing.
- Clients meetings and maintaining corporate sales.
- Business development and promotional activities.
- Allotting agencies and done monthly auditing (followed by RB instructions and AML).
- Given training for the agencies.
- Marketing and business development.

**KOTAK MAHINDRA  
HOLIDAYS**

Cochin India  
Feb 2008 - May 2008

● **Internship**

**EDUCATION**

**MARIAN COLLEGE  
KUTTIKKANAM**

Kerala, India  
2008

● **Master of Management Studies (Hospitality)**

- 62%

**MARIAN COLLEGE  
KUTTIKKANAM**

Kerala, India  
2005

● **Bachelor of Computer Application**

- 60%