

# THINESH A/L AMARESIN



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📍 No 75 Jalan 2/60C, Taman Segambut Muda, 51200 Kuala Lumpur.

## 🚀 SKILLS

Pre-Contract Examination for Insurance Agents (PCEIA)

Certificate Examination in Investment-Linked Life Insurance (CEILLI)

Takaful Basic Examination (TBE)

## ❤️ INTERESTS

Deputy Exco 1 for Kelab Sukan Nexus registered under the Ministry of Youth and Sports

Football coach for stateless children (Buku Jalanan Chow Kit) as a part of Corporate Social Responsibility to instil passionate football and sportsmanship in youths

## 📖 LANGUAGES

English

Bahasa Malaysia

Tamil

● Read - English, Bahasa Malaysia, Tamil

● Write - English, Bahasa Malaysia

## 🎯 OBJECTIVE

A versatile professional with extensive experience in IELTS test operations, business development, and the banking sector. Skilled in managing test center operations, ensuring seamless processes, and driving growth through strategic partnerships. My expertise spans sales and financial solutions, including bancassurance, legacy planning, and client relationship management. Additionally, I bring strong administrative capabilities and a results-driven approach to achieving organizational success while maintaining the highest standards of service delivery.

## 🏆 CORE COMPETENCIES

- Strategic Planning and Execution
- Operational Excellence
- Sales and Revenue Growth
- Client Relationship Management
- Team Leadership and Development
- Market Research and Competitive Analysis
- Project Management

## 💼 EXPERIENCE

### IELTS Test Administrator cum Business Development Executive

IDP Education Ltd

1 July 2024 - Present

Promoted to IELTS Test Administrator, overseeing the operations of the test center and managing business development initiatives. Responsible for ensuring smooth operational processes, maintaining high standards of test delivery, and driving growth through partnerships and outreach. Skilled in administrative tasks and leveraging extensive experience in operations and business development to deliver exceptional results that enhance the performance of the IELTS program and contribute to organizational success.

### IELTS Business Development Executive

November 2022 - Present

IDP Education Ltd

As a Business Development Executive, I focus on acquiring and maintaining Referral Partners, expanding computer-delivered IELTS Test Labs, and promoting IELTS through strategic marketing initiatives. I excel in cultivating relationships and contribute to the growth of the organisation through effective business development strategies.

### Bancassurance Specialist

February 2022 - November 2022

Ambank (M) Berhad

Provide one-stop financial advisory solutions at the bank branches through insurance services and products such as retirement, legacy and estate planning, savings and financial protection.

Conduct regular financial planning interviews with existing and potential customers to assess their banking needs.

## Personal Banker Bancassurance

RHB Bank Berhad

Advice potential customers to diversify their savings, offer savings plan as well as Life Insurance products.

## Digital Telemarketer

HSBC (M) Berhad

Present credit card product and services to persuade potential and existing credit card limits to sign up for Cash Advance Services.

Completion of monthly mandatory risk assessments related to banking services: CDD, Cross Border Transaction, Taxation, etc.



## ACHIEVEMENTS & AWARDS

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President of Nirwana Law Society (2016-2017)

Vice President of Nirwana Law Society (2015-2016)



## EDUCATION

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### Sijil Pelajaran Malaysia

SMK Kiaramas

5 Subjects Passed with Distinction, 3 Subjects Passed with Credits

### A - Levels

Brickfields Asia College

### Bachelor of Business Administration (BBA)

Asia e University

In Progress



## PROJECTS

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### MARA Train the Trainer

As the organiser for Mara Train the Trainer, I excel in coordinating and executing to promote IELTS BY IDP. My responsibilities include planning logistics for the training, liaising with MARA English Language Department.

### Referral Partner Recognition Night

I single handedly organised Referral Partner Recognition night for both FY23 and FY24, acknowledging and celebrating the invaluable contributions of partners who send candidates to IDP for the IELTS test. This event highlighted our appreciation for their support, fostering stronger relationships and recognising their role in the success of our initiatives.



## REFERENCE

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### Prabhu Arasoo - HSBC (M) Berhad

Team Manager

+60162637484

### Mohd Fadzal - RHB (M) Berhad

Branch Manager (KL Main)

+60162053414

### Jaya Kumar - Ambank (m) Berhad

Branch Manager

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