

JINU JAYAPALAN

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PERSONAL PROFILE

- Leadership and Management: *International business graduate with 12 years of total work experience including 6 years in CRM and leadership, eager to lead people, good team player, deliver clear results and work in an international environment. Best-performer-at-manager-level award winner.*
- Training, Facilitation and Communication: *Experienced cross-cultural trainer and facilitator for trainings on leadership, negotiation, team building and diversity.*
- International: *A strong team player with good communication skills and the ability to relate with a wide range of people. Being open to new ideas and able to work independently. Cultural experiences from Germany, France, Italy, Denmark, Sweden & India.*

WORK EXPERIENCE

INDIA, GERMANY

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| 2017- | Volunteering – AFS Interkultur, Copenhagen
Volunteer for the 18+ programs at AFS
Seminar – Business Behavior between Danes and Indians – AIS Sprog, Copenhagen
Cross-cultural consultant – Integrate IT Consulting, Copenhagen
Host, Check-in – SMS International Shore Operations, Copenhagen
Event Management Host – WSAVA/FECAVA 2017 23rd Eurocongress, Bella center, Copenhagen
Event Management Host – Toyota France conference, Scandic Hotel, Copenhagen
Volunteering – Amnesty International Denmark
Participant – Betzavta Training, Mellem Education, Copenhagen
Participant – Value the Difference, Sponsored by Erasmus+, Baitz, Germany |
| 2015-2016 | Director and Senior Consultant – DEIN management consultants, India
Managed a team of trainers, client relationship management, deliver seminars and trainings on Cross-cultural management and leadership skills for companies and business schools. |
| 2014-2015 | Consultant – By Your Site GmbH, Vechta, Germany
Cross-cultural management trainings, business negotiation trainings, training on Indian business culture and supporting their HR documentation. Conducting seminars on VET (Vocational Education Training) and inter-cultural management. |
| 2013-2014 | Freelance Cross-cultural Trainer and Consultant, Bremen/Hamburg Area, Germany
Training sessions on cross-cultural management, business negotiations and effective strategies for doing business with India. |
| 2007-2012 | Client Manager at RR Donnelley (Fortune 500 company), Technopark, India
Responsible for monitoring performance, training and motivating the team, maintain the quality of client service and reporting to the top management.
Project examples: <ul style="list-style-type: none">• J.D. Power and Associates - US project on research data validation: managing a team of 120 people• Experian - UK project on credit rating assistance: managing a team of 40 members |

- 10-12/2006 **Internship Trainee at InDSP Audio Technologies Private Limited, India**
Support the German management team in their Automotive Sound Box project through research and the online screening, analysis of competitive landscape and also the identification of possible pilot customers for OEM design.
- 2001 - 2004 **Trainee at Thomas Jacob & Co, Chartered Accountants, India**
Supporting the Financial management, accounting and auditing of companies

EDUCATION INDIA, GERMANY, FRANCE

- 02-10/2013 **MSc International Business Development and Consulting** www.novancia.fr
Novancia Business School Paris **France**
Total ECTS Grade B (very good)
- 2012 - 2013 **International MBA** www.hs-bremen.de
Hochschule Bremen University of Applied Sciences **Germany**
Final Grade 1.9 (Grade scale 1 – 4 with 1 being the best)
- 06/2006 **Master of Business Administration** www.keralauniversity.ac.in
(International Finance and International Marketing) **India**
University of Kerala. Percentage – 68%
- 06/2000 **Bachelor of Commerce** www.keralauniversity.ac.in
University of Kerala, India. Percentage – 66% **India**

LANGUAGE SKILLS

	Understanding	Speaking	Reading	Writing
English	Excellent	Excellent	Excellent	Excellent
German	Basic	Basic	Basic	Basic
Danish	Beginner	Beginner	Beginner	Beginner
French	Basic	Basic	Basic	Basic
Malayalam	Fluent	Fluent	Fluent	Fluent
Hindi	Good	Basic	Good	Basic

IT SKILLS

MS Office, SQL, Lotus Notes, SPSS, E-commerce, C++, Basic Java, Html

INTERESTS

Volunteering, sports, hiking, travelling and reading

REFERENCES

Bo Kristiansen
Director – COMA SYSTEM APS
Email: bk@comasystem.dk
2605 Brøndby, Denmark

Finn Steffens
Director – AIS-SPROG APS
Email: fs@ais-sprog.dk
1875 Frederiksberg C, Denmark