

VISHNU

BUSINESS TRAINEE

Contact

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Skills

Sales techniques

Staff management

Lead generation

Advertising and marketing

Supervision

Staff development

Languages

ENGLISH

Native

MALAYALAM

Native

TAMIL

Superior

Enthusiastic Sales and Customer Service professional with expertise in communication and negotiating. Driven to provide superior quality customer service. Innovative in leveraging extensive knowledge of products and services as well as creating solutions for customers to drive loyalty, retention and revenue. Highly adept at training, managing, coaching and mentoring sales and customer service associates with talent for interacting with staff at all levels of organization and public.

Work History

2019-05 -

Business Trainee

Current

*ICICI PRUDENTIAL LIFE INSURANCE COMPANY ,
CHENNAI, TAMIL NADU*

- Addressed each customers' needs and wants to recommend suitable product options.
- Maintained routine communication with clients to assess overall satisfaction, resolve complaints and promote new offerings.
- Worked alongside retail representatives to boost sales by enhancing product presentations and advertising collateral.
- Liaised with customers, management and sales team to better understand customer needs and recommend appropriate solutions.

2018-05 -

Internship Student

2018-07

STATE BANK OF INDIA, CHENNAI, TAMIL NADU

- Studied credit risk appraisal of SBI
- Analysed financial position and performance of SBI
- CAMEL framework was used for comparing credit appraisal of SBI and HDFC
- Identified that SBI excels in management efficiency earnings quality and liquidity.

Education

2017-05 -

MBA: FINANCE AND MARKETING

2019-04

THAIGARAJAR SCHOOL OF MANAGEMENT - MADURAI

2013-04 -
2016-04

Bachelor of Arts: COMMERCE

ST MARYS COLLEGE - KOTTAYAM

2001-04 -
2013-03

High School Diploma

KENDRIYA VIDYALAYA - KOTTAYAM