

**Profile Summary:**

Pursued MBA with HR and Finance Specialization and my current Assignment is Business Supportive Executive in Mykademy Learning Pvt Ltd (Ed-Tech Firm). I have been responsible for lead generation. My role is to generate high quality leads. I work closely with the business development team for setting appointments with the client stakeholders & actively manage the calendar for the Business Development Team. My Responsibilities Include Discovering & Pursuing new sales Opportunities by Web Research, Lead Listing & Prospecting Activities.

**CORPORATE EXPOSURE**

**BUSINESS SUPPORT EXECUTIVE @ [MYKADEMY LEARNING PVT LTD](#)** (DEC 2021 - Present) (On Notice Period).

Reporting to SMB/Enterprise Sales Project Lead

I'm involved in lead generation using various online tools and web search for various campaigns. And ensured a higher accuracy and reachability for the leads. Played a role in uploading SCORM content in LMS, familiar with admin and learner's module and also performed platform demonstration. As a part of a team

**SALES INTERN @ [MYKADEMY LEARNING PVT LTD](#)** (MAY 2021- NOV 2021)

- Lead generation across business sizes, industries & key personnel for (Ire, UK, USA, APAC, ANZ & MENA)
- Update CRM with daily activities as required
- Uploading SCORM based content in LMS platform
- Achieve weekly and monthly goals

**Internship****Customer Perception Towards Insurance Companies (March 2020 to May 2020)**

Insurance Companies providing protection to millions of people against life risks such as uncertain death or accident and also for future needs. I did my project in Exide Life Insurance Company placed in Madurai. This study examines the various factor that affect the customer perception towards life insurance policy. Data was collected with the help of Structured Interview Schedule from people who from the locality. The main finding for the study reflects Customized and Timely Services. Better Company Reputation, Effective Service Quality, Customer Convenience, Tangible Benefits, and Healthy Customer Client Relationship that influence the Customer Perception towards Life Insurance Policy. From that above Criteria charts are prepared with Competitive Player in market to find out the position of our insurance company's Strength, Weakness, Opportunities, Threats.

**SKILLS**

- Self-motivated to take responsibility
- Strong motivational and leadership skill
- Adaptability
- Problem managing skill
- Strong knowledge on internet browsers (e.g., Chrome, Firefox)
- Attention to detail.
- Ability to work on own initiative.
- Should be fluent & excellent in written and oral communication skills
- Well-presented and professional outlook
- Excellent writing skills.
- Excellent communication skills.
- Ability to perform under pressure.

**Education**

<b>Degree</b>	<b>College</b>	<b>University</b>	<b>Year</b>
MBA (HR & Finance)	Vins Christian College of Engineering	Anna University	2018-2020
B.E in Aeronautical Engineering	Satyam College of Engineering & Technology	Anna University	2012-2016
HSC (+2)	D.V.D Higher Secondary School	Tamil Nadu State Secondary Education Examination Board	2011-2012
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**PERSONAL PROFILE**

Address: 3C-1, ASARIPALLAM ROAD, EDWARD STREET, NAGERCOIL, KANNIYAKUMARI (DIST), TAMIL NADU 629001.

- Date of Birth: 15<sup>th</sup> August 1994
- Languages Known: English, Tamil, Malayalam