

# PAVITHRAN SR

## CONTACT

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## SKILLS

Project Management  
Data Analysis  
Business Strategy  
Communication  
Leadership  
Financial Analysis  
Collaborated with internal teams  
Powerpoint Presentation  
MS suite  
Adobe Indesign  
Canva

## EDUCATION

### Master of Business Administration

#### Jansons school of Business

2018-2020

Marketing Operations

### Bachelor of Commerce

#### PSG College Of Arts & Science

2015-2018

## INTERNSHIP & PROJECT

Summer Internship in Kellogg's Pvt Ltd. Sales training in PAYTM

An analysis of importers' issues and future prospects exporting and importing seafood.

## CERTIFICATIONS

- Digital marketing internship in DD
- Marketing course beginner completed
- Type writing English Junior Completed
- Product management

## PROFILE

As an MBA graduate with a passion for technology, I bring strong analytical skills and business acumen to the table. With a quick learning ability, I am eager to leverage my knowledge and collaborate with IT professionals to contribute to project success.

## WORK EXPERIENCE

### Wealth Specialist

April 2022- April 2023

Zreya Wealth Technologies

- Experienced sales professional driving CRM and SaaS revenue growth with expertise in wealth management, delivering strategic financial advice in dynamic startup environments.
- Managed a portfolio of high-net-worth clients, providing comprehensive wealth management solutions tailored to their financial goals and risk tolerance.
- Developed and executed strategic account plans, fostering strong relationships and delivering personalized service to meet clients' evolving needs.
- Collaborated closely with internal teams to ensure seamless operational execution, including transaction processing, account maintenance, and reporting.
- Assisted the financial operations team in executing daily tasks, including processing transactions, reconciling accounts, and maintaining accurate records.
- Monitored regulatory compliance and implemented internal controls to safeguard client assets and maintain data integrity.
- Effectively communicated with clients and internal stakeholders, resolving inquiries promptly and ensuring a seamless client experience.

### Deputy Manager

OCT2020- AUG2022

ICICI BANK LTD

- Led a team of 15 employees across three lines in the collections department, ensuring that all team members were meeting their targets and providing excellent customer service.
- Developed and implemented strategies to improve collection rates and reduce delinquency, resulting in a 20% reduction in overdue accounts.
- Maintained accurate and up-to-date records of customer accounts and collections activities.

## KEY ACHIEVEMENTS

- Achieved Pan India 1st position for one month led a team of 15 collection agents to successfully
- Collect outstanding debts and achieve top position in the country for one month
- Successfully developed and implemented comprehensive financial plans for clients that resulted in increased savings, reduced debt, and improved investment portfolios.