**DANASEKARAN**

### Date 21-08-2014 E-mail: kdsdana@Gmail.com

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| Career Objective “To leverage my experience in Business management, People management and financial domain expertise towards achieving organizational goals. I look forward for an opportunity to excel with you in the field of Sales and Analytics” **“Experience Summary**Summary:  * 5 years of experience in sales encompassing a wide range of skill sets, roles and working environments in financial domain. * Presently working as  **Chip Premier Relationship Manager** with **ICICI Prudential Life Insurance Co. Pvt. Ltd.** * Experienced in marketing plan execution, product promotion and implementation of business strategies to accomplish the decided targets. * An effective communicator with good presentation skills and abilities in forgoing business and establish beneficial relationships with customer.  **Work Experience**  **Organization: ICICI Prudential Life Insurance Co Pvt Ltd**  **Met Life insurance co pvt Ltd**  **Roles**: Providing financial solution , product explanation ,  Currently working since: 3rd June 2010  **Achievements**:   * Achieved all Domestic and international contest 19 Times. * Rewarded for winning an exclusive contest for over-achievement .     **Organization: ICICI Prudential Life Insurance Co Pvt Ltd**  **Roles**:   1. Ass Financial Services Consultant 2. Gold Financial Service Manager 3. Sr.Financial Services Manager 4. Key Relationship Manager 5. Sr.Key Relationship Manager 6. Sr.Premier Relationship Manager 7. Chip Premier Relationship Manager (Current Designation)     Direct Marketing  Since June, 2010 to Augest,2014  **Responsibilities**:   * Assessing the market conditions and trends and delivering the needful output for sales promotion. * Initiating the customer base to maintain good and healthy relation with the company in the long-term process. * Exploring multiple business opportunities in different business segments. * Implementing and conceptualizing various plans and policies within the services arena. * Both organizing and being a part of the promotional campaigns for accomplishing business objectives.   **PROFESSIONAL QUALIFICATION**  **MBA COMPLETED**  **College**  : NATIONAL SCHOOL OF BUSINESS  **Course** : MBA IN FINANCE&MARKETING  **University** : V.M.U  **Passing year : 2009**  **GRADUATION**  **College** : M.U COLLEGE  **Course** : BCS (commerce)  **University** : THIRUVALLUVAR UNIVERSITY (T.N)  **Passing year :** 2007  **Higher Secondary**  School : ISLAMIAH HIGHER SECONDARY SCHOOL  **Board** : T.N. Board  **Passing year** : 2004  **Division** : First Secondary School **School**  : ISLAMIAH HIGHER SECONDARY SCHOOL  **Board** : T.N. Board  **Passing year** : 2002  **Division** : Second IT SKILLS . Diploma in computer science (Thiruvalluvar University)   **AREA OF INTEREST**  **Financial sector, Finance, core accounting, capital market, investment** Project during Post Graduation    * **Final project with the title of financial analysis of IL&FS** * Successfully completed 1month training program in IL&FS.   **Title**- FINANCIAL MARKET. Industrial Visits   BHEL,L&T BANGALORE Overseas Study Tour Dubai  .    **TECHNICAL PROFICIENCY**   * **Applications** : MS Word, MS Excel, power point.   **Hobbies**   * Listening Music watching Movie * Long Drive   **GENERAL INFORMATIONS**  **Date of Birth** – 27 June 1985  Fathers Name – Kanniyan Naidu  Language Known – English, Hindi Kannada,Tamil,Telugu  Passport Number – G8763219  Marital Status – Single  Gender – Male  Nationality – Indian  Permanent Address – Survey no 69, house no 12 Anjanapura BDA layout ,Bangalore 560062 Mobil No ­\_ 9731219311  **Declaration**  I consider myself familiar with the above mentioned aspects. I am also confident of my ability to work in a team. I hereby declare that the information furnished above is true to the best of my knowledge.  **DANASEKARAN** |
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