

AJAY KRISHNA M

Seeking opportunities to leverage my strong communication skills to achieve business goals.

Address: Salem

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Relationship Executive – ICICI Prudential AMC company Ltd. – Chennai.

(January 2023 to July 2023)

- ♦ Headed the sales of mutual funds based on fund performance, customer preferences and investment behaviors.
- ♦ Analyzed the financial needs of customers and developed financial plans to meet their financial goals.
- ♦ Train the Relationship Managers in pitching financial products and assisting them to close the sales.

Executive Trainee – HDFC Life insurance company Ltd. – Chennai.

(June 2022 to January 2023)

- ♦ Assisted the customers in selecting the right life insurance plan based on their life goals and investment need.
- ♦ Provide the right term cover products to customers based on their Human Life Value.
- ♦ Handle exception from customers and closed the sale of the life insurance products.

Member Engineering Staff – MedOnGo Health Pvt. Ltd. – Bangalore.

(April 2018 to January 2020)

- ♦ Lead mobile app based clinic automation and manage data collection to ensure a smooth transition to computer systems.
 - ♦ Harness Clinic Management Systems to optimize clinical processes. Collaborate with IT and clinical teams for tailored solutions.
 - ♦ Serve as the go to expert for mobile technologies, aligning solutions with healthcare needs and collaborating with IT for enhancements.
 - ♦ Strategize with digital tools for operational efficiency and ensure seamless integration with computerized systems.
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Education:

- ♦ M.B.A, Jansons School of Business, Coimbatore, 2022
- ♦ B Tech – IT, S.N.S College of Technology, Coimbatore, 2017

Co-Curricular Activities:

- ♦ Co-ordinated the “Finance Club event” in weekly club 2021.

Certification:

- ♦ Transactional analysis 101 – December 2021
- ♦ Entrepreneurship Development Programme – March 2017
- ♦ ComptiaA+ Cybrary – May 2016

Academic achievement:

- ♦ Secured class 1st In “Employee Engagement and Happiness and Wellbeing” at Jansons School of Business.

Awards:

- ♦ Secured 2nd place in YMCA chess competition - Salem.
- ♦ Secured 3rd place in district level chess competition – Salem.

Languages known:

- ♦ Tamil – Native proficiency
- ♦ Kannada – Limited working
- ♦ English– Full professional proficiency