

ABHAYA M S
MBA Operations And Finance Management, BE Electrical And Electronics Engineering

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Seeking a position where I can utilise my past work experience and to add a new dimension to my knowledge through positive interaction, coordination and teamwork with others which will in turn have a positive impact both for the organization and my career

EXPERIENCE

Worked as Business Executive in Axis securities ltd(Subsidiary Of Axis Bank)
Department: Retail Broking(Online Trading ,Demat And Share Trading)

RESPONSIBILITIES HANDLED

Sourcing of Demat and Trading account directly and through Bank assurance channel and corporate salary executives.
Processing and Backend operations of accounts
Responsible for assigned sales targets (monthly)
After sales service(account modification, emailing, activation of customers)
Analyzing the Market behavior & advising clients on their long & short-term investments(first time activation)
Revenue generation through prepaid account selling
Responsible for reporting to Center Head, Branch manager, corporate salary head and attending Review meeting at kochi and morning huddle at branch for reviewing of performance and to reporting their team performance.
Maintaining relationship with targeted customers, customer service ,sales support and setting up meeting with New clients

ACADEMIC CREDENTIAL

- 2015 Persuaded Master of business administration (MBA) in Operations And Financial Management from Kerala Univerisity
- 2013 Bachelor Of Engineering In EEE From Narayanaguru College Of Engineering, Anna University Chennai
- 2009 HSC Science from Kerala State board
- 2007 SSLC from Kerala State Board

PROJECTS AND ORGANIZATION STUDY

Final year mba project done at Family plastics pvt ltd Trivandrum.Topic was “ Inventory management And control at Family plastics pvt ltd” .

Organization study done at DEPARTMENT OF TOURISM, Parkview, Trivandrum with the help of Shri Zakharia D Ayyaneth (Deputy director, marketing, DOT) under the guidance of Dr R Jayalakshmi (course coordinator ICM)

Done final year BE project in KELTRON, Karakulam, Trivandrum under the guidance of

Mrs Ajitha Priyadarshini, HOD, Department of EEE, Narayanguru college of engineering (Topic: Rechargeable energy meter using top up card)

EXTRACURRICULAR & ACHIEVEMENTS

Second prize winner in HR game in MANIA 2k13 management event conducted by IMK, Karyavatom
First prize in “ROBOTRIST II E=CELL” conducted by IIT, Karagpur and Robosapience
Participated in YAMISTA 2k14 business quiz of college of Engineering Trivandrum
Participated in National Level paper presentation of Rajas college of engineering & Technology in Multi frequency buck converter
Was captain of handball school team and was runners up in district level handball
Participated in state level handball tournament

INDUSTRIAL VISITS

MILMA, Ambalathara, Trivandrum
Titanium, Trivandrum
Family plastics, Manvila
Infosys, Kazhakutam, Trivandrum in 2012
Undergone 3 days implant training at KSEB Paruthippara 110kv substation

SEMINARS AND TRAINING PROGRAM ATTENDED

National level seminar on “Budding entrepreneurs ; challenges & opportunities in Kerala” conducted by CAMS
Seminar on Corporate Communication by Mr. Rajesh T Divakaran Deputy General Manager HLL
Seminar on Stepping up to Industries by Mr. M Janardhanan Former Senior Officer VSSC/ISRO Trivandrum

HIGHLIGHTS

Creative
Positive attitude
Ability to work in groups.
Willingness to learn.
Readily accept challenges.
Good leadership skill, Ambitious, Confident

PERSONAL DETAILS

Date of birth	4th December 1991
Gender	Female
Citizenship	Indian
Marital status	Single